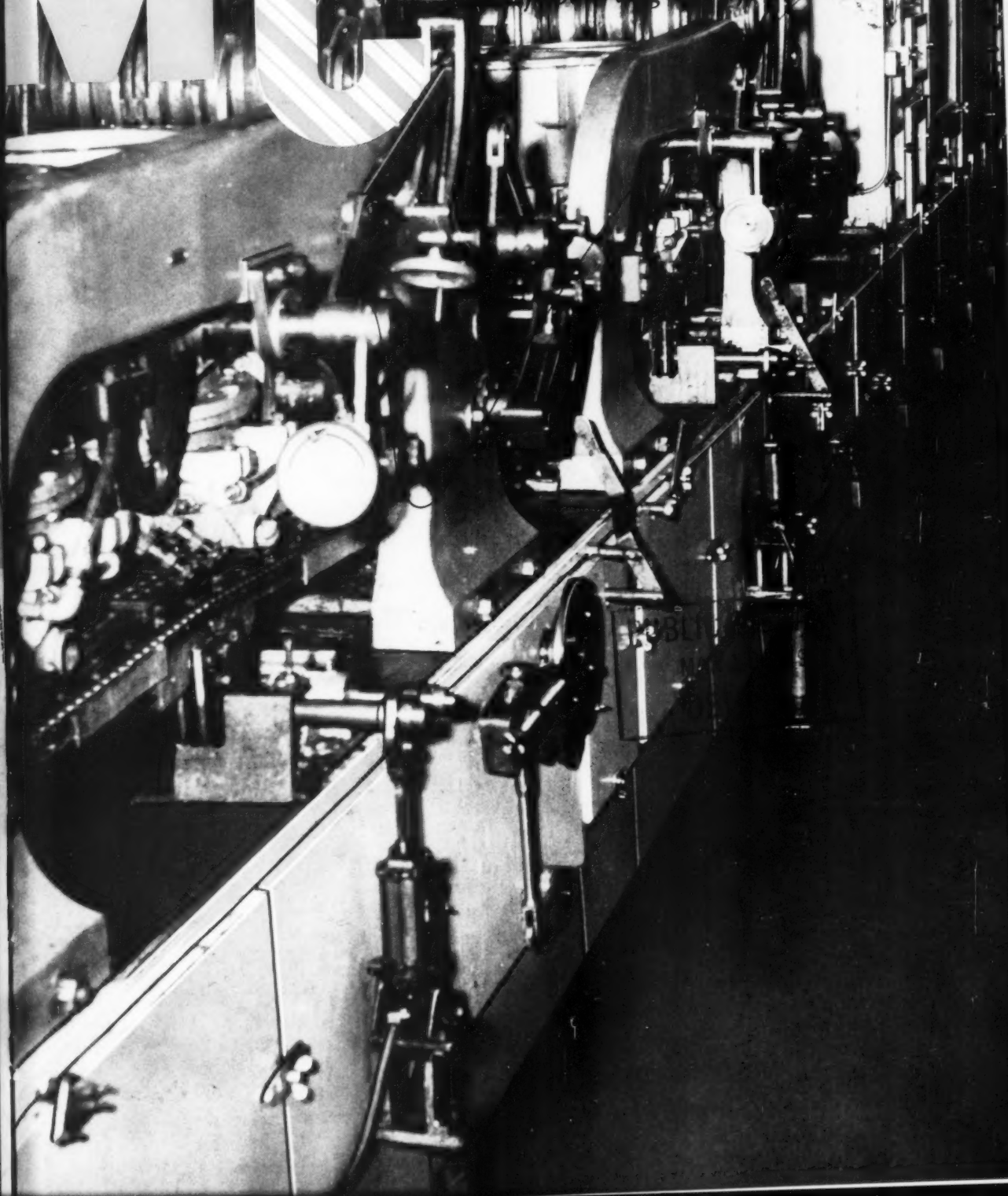


NAVY DEPARTMENT

MC

March, 1959

Seafarer



For Synthetic Chocolate
Coatings D&O Presents

Cocoa-Van



The synthetic chocolate coatings that have helped to solve the hot weather problem for many candy manufacturers, also present a difficulty of their own. They lack flavor—and flavor makes the candy. To remedy this serious deficiency, the D&O Flavor Laboratories have developed COCOA-VAN! A chocolate vanilla flavor, in powdered form, COCOA-VAN overcomes the inherent disadvantage of synthetic chocolate coatings by adding, at competitive price, a rich, full chocolate flavor. A proportion of one percent is sufficient to turn your synthetic chocolate coating into a sales-clinching taste treat... as well as a hot weather convenience! Trial quantities on request.

Essentially for You



OUR 160th YEAR OF SERVICE

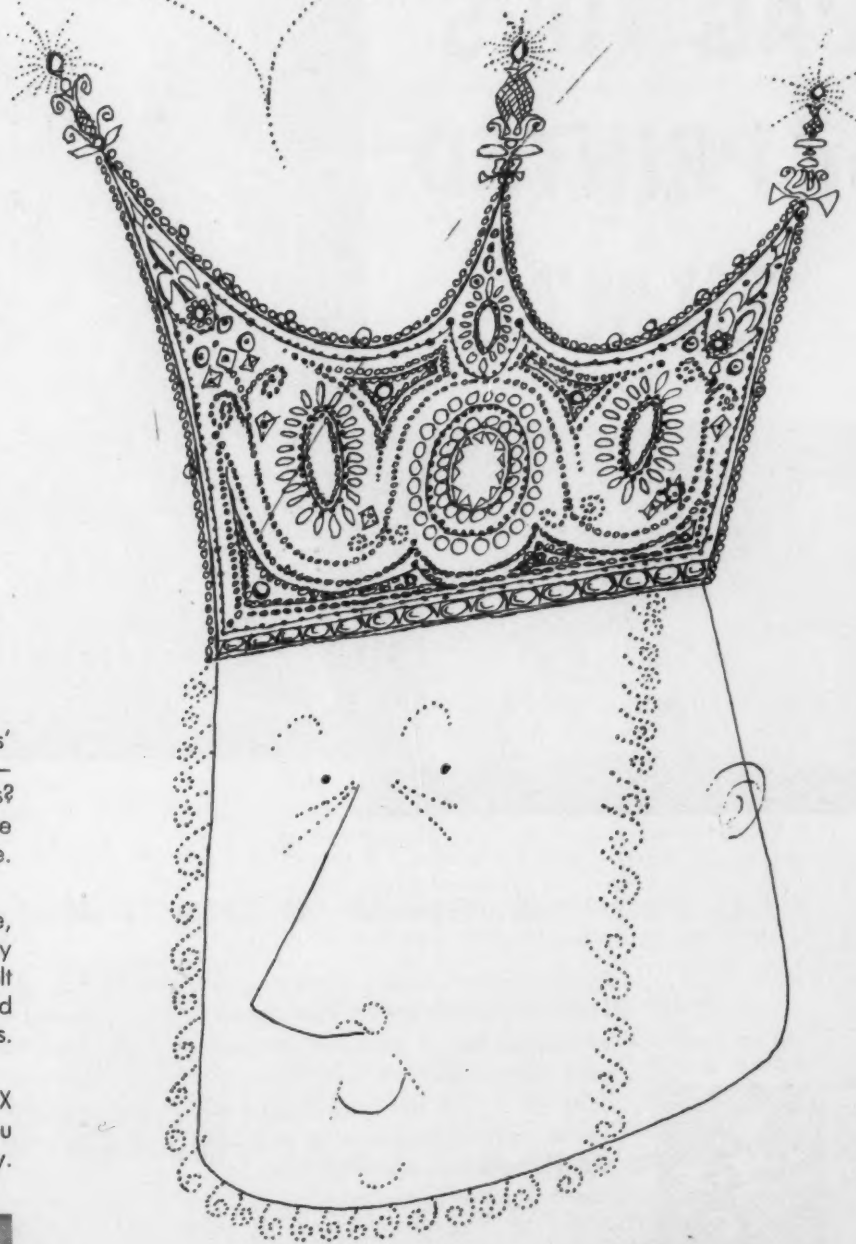
DODGE & OLCOTT, INC.

180 Varick Street, New York 14, N.Y.

Sales Offices in Principal Cities

Essential Oils
Aromatic Chemicals
Perfume Bases
Flavor Bases
Dry Soluble Seasonings

Crown Your Candies
with the Best Confectioner's Coating
made with **BEST FOODS' S-70-XX**
(The scientific hard butter)



Why not the best—Best Foods' exclusive Hard Butter S-70-XX—for your confectioner's coatings? Your customers will taste the delicious difference.

S-70-XX Hard Butter is exclusive, patented, and uniform in quality with controlled low-melt fractions. Available in desired melting points.

Ask your supplier for S-70-XX coatings. He can give you immediate delivery.

BEST FOODS
DIVISION
CORN PRODUCTS CO.

**YOU DO BETTER
WITH BEST FOODS**



NEW YORK • CHICAGO • DALLAS • SAN FRANCISCO

CROCKER BAG TOPS or PRINTED FILM?



THE RIGHT ANSWER IS CROCKER BAG TOPS !

H.S. Crocker's bright colors printed on brilliant coated stock *supplement* the appetite appeal of your candy without hiding it... Customers can easily see and read the clear identification of both your product and your company on top of the heat-sealed bag. Crocker bag tops create more impulse-buying of bagged candy than any other device you can use!



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322 Colman Building, Seattle, Washington

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Jackson, Mississippi • Winter Haven, Florida • Minneapolis, Minnesota • Omaha, Nebraska • Cincinnati, Ohio

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candy business

Van de Kamp in Kansas City

Thirty Van de Kamp's Holland Dutch Bakers' stores have been opened in the Kansas City area. Vernell-Thompson will supply all the candies sold in these stores. L. H. Fortin, president of Vernell-Thompson, is also president of Van de Kamp's, a strictly West Coast operation until this recent move.

MacFarlane's of S. Calif. sold

A group of Southern California businessmen, headed by Russell D. Albers have bought the assets in Southern California of MacFarlane's Candies of Oakland. The assets consist of manufacturing facilities, 13 retail candy stores in the Los Angeles metropolitan area and 2 stores in San Diego. There are also 90 refrigerated units which are operated in supermarkets. Sales are considerably in excess of \$1,000,000 per year. Albers, formerly manager of MacFarlane's Southern California operation, is the president and general manager of the new corporation.

Traffic Conference elects

New officers of the Manufacturing Confectioners Traffic Conference were elected at the group's annual meeting in New York. Marcel Solay, traffic manager, Mason, Au & Magenheimer was elected chairman; H. Endroll, Hollywood Candy Company, vice chairman; B. A. Carolan, Henry Heide, Inc., secretary treasurer; and G. F. McComb, Mars, Inc., assistant secretary treasurer. The new board of directors consists of W. Callum, Frank H. Fleeer Co.; E. Carey, E. J. Brach & Sons; A. Humphrey, Peter Paul, Inc.; P. Snyder, Cracker Jack Co.; M. Walker, Beech-Nut Life Savers, Inc. and Irving Zankel, Topps Chewing Gum.

Schrafft joins Schrafft

George Schrafft has been elected to the board of directors of W. F. Schrafft & Sons. He is the grandson of W. F. Schrafft, founder of the company. Other news from Schrafft is the announcement of the establishment of individual offices in Los Angeles and San Francisco. Plans are also being made to start subsidiary offices in Oregon and Washington. George Blair was appointed divisional manager in Northern California and Lester Pace has that title in Southern California.



Frisco AACT section officers

The new AACT section in San Francisco has elected officers as follows: Louis Weil, Blum's, chairman; Edison Noland, Tuxedo Candy Co., vice chairman; Roland Greenwald, Wyman-Forman, secretary-treasurer; and Prescott Lloyd, C & H Sugar Refining, program chairman. The next meeting of the section will be held April 16th.

Mars adopts family trade mark

The Mars, Inc. name in an oval frame with a star on the left is now on the package of each of the company's seven products. This symbol will identify each product as a part of the Mars family and will enable all products to benefit from advertising devoted to specific items. As an example, the company's participating sponsorship of "Walt Disney Presents" which begins March 13 will carry commercials entirely devoted to Milky Ways. The new corporate symbol, however, will help tie-in the other products with these commercials.

Fleeer re-enters trading cards

Frank H. Fleeer Corporation is re-entering the trading card field starting with a series of baseball cards in the spring of this year.

Internat'l Conf. conference

A conference of the International Confectioners' Union will be held in London during the 45th International Bakers' and Confectioners' Exhibition. The Exhibition will be held from Oct. 3rd to 8th.

BURNS INTRODUCES THE FINEST OIL NUT ROASTER AND COOLER THE NEW & PROVEN CONTINUOUS FRY-O-MATIC



A CONTINUOUS OIL NUT ROASTER AND COOLER completely new and completely superior to any hitherto available. THE SUCCESSFUL RESULT of long experience in oil roasting combined with the benefits

of modern engineering, materials and construction. THE FRY-O-MATIC roasts, salts, cools and glazes any type of nut — continuously, automatically, and dependably.

CHECK THESE FEATURES OF PLANT-TESTED SUPERIORITY:

GREATER Savings in Labor • GREATER Oil Economy • GREATER Product Uniformity
GREATER Flexibility • GREATER Ease in Cleaning • GREATER Profits for You

SEND TODAY for complete details about this latest addition to the BURNS line of superior nut processing equipment.

JABEZ

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ENGINEERS

AND SONS, INC.

NEW YORK CHICAGO
DALLAS SAN FRANCISCO

600 WEST 43rd STREET • NEW YORK 36, N.Y.

E. F. Kemp dies

E. F. Kemp, founder of the wholesale nut and candy company of the same name, died February 8th at the age of 75. Mr. Kemp started his business 40 years ago by selling peanuts door to door. He retired in 1949 but has served the company on a consultant basis since then.

Brach's ad campaign

The theme of E. J. Brach's spring and summer ad campaign will be "Add flavor to outdoor living with Brach's candies." R.O.P. color ads will run in top newspapers and point-of-purchase material will tie-in with the out-of-doors idea. Brach has added a number of items to their line which will be promoted as made especially for "outdoor living."

Loft wins package award

This Loft package won a gold medal for the best of the year in the Packaging Section of the Seventh Annual Delaware Valley Graphic Arts Exhibit. It was designed by Lane-Bender, Inc.,



New York City and printed by Smith-Edwards of Philadelphia. The wrap is full color against a brilliant red background.

1958 a record year

Preliminary figures for 1958 show an increase of 5% in candy dollar sales, an all time record. Tonnage sales, however, are estimated to be about equal to the year before.

While, in general, this increase in sales has been widely spread over the country, two areas have not participated in it. The three Pacific coast states as a group are down 3% in sales, and the four Midwest states of Ohio, Indiana, Michigan and Wisconsin are either down or just holding their own in comparison with the year before.

Item	Estimated sales of current month and comparison		Estimated sales year to date	
	December 1958		Percent change from 12 months from 1957	
	December 1958 (\$1,000)	December 1957 (\$1,000)	1958	1957
Confectionery and competitive chocolate products, estimated total..	111,396	+5	1,149,150	+5
By KIND OF BUSINESS				
Manufacturer-wholesalers	73,380	+7	883,147	+5
Manufacturer-retailers ²	27,973	+5	131,377	+8
Chocolate manufacturers	10,043	-4	134,626	+1
TOTAL ESTIMATED SALES OF MANUFACTURER-WHOLESALES BY DIVISION AND STATES				
New England	11,679	+19	109,384	+8
Middle Atlantic	19,221	-2	268,839	+4
N. Y. and N. J.	10,530	-11	161,840	+4
Pa.	8,691	+12	106,999	+4
East North Central	27,738	+8	344,010	+4
Ill.	22,913	+10	299,599	+5
Ohio and Ind.	3,241	-11	30,749	-6
Mich. and Wis.	1,584	+15	13,662	(³)
West North Central	2,057	+27	24,863	+15
Minn., Kan., S. Dak., and Neb.	1,338	+19	16,075	+18
Iowa and Mo.	719	+44	8,788	+8
South Atlantic	3,841	+9	41,912	+7
Md., D. of C., W. Va., N. Car., and S. Car.	1,591	-6	16,902	+3
Ga. and Fla.	2,250	+23	25,010	+10
East South Central: Ky., Tenn., Ala., and Miss. ...	1,986	+21	20,221	+4
West South Central: Ark., La., Okla., and Tex. ...	2,398	+0	25,558	+9
Mountain: Ariz., Colo., Id., N. Mex., and Utah	729	+2	6,284	(³)
Pacific	3,731	-4	42,076	-3
Calif.	2,631	-6	32,664	-4
Wash. and Ore.	1,100	+2	9,412	(³)

²Retailers with two or more outlets. "Number of establishments" means number of factories, and does not include nonmanufacturing outlets.

³Less than 0.5 percent change.

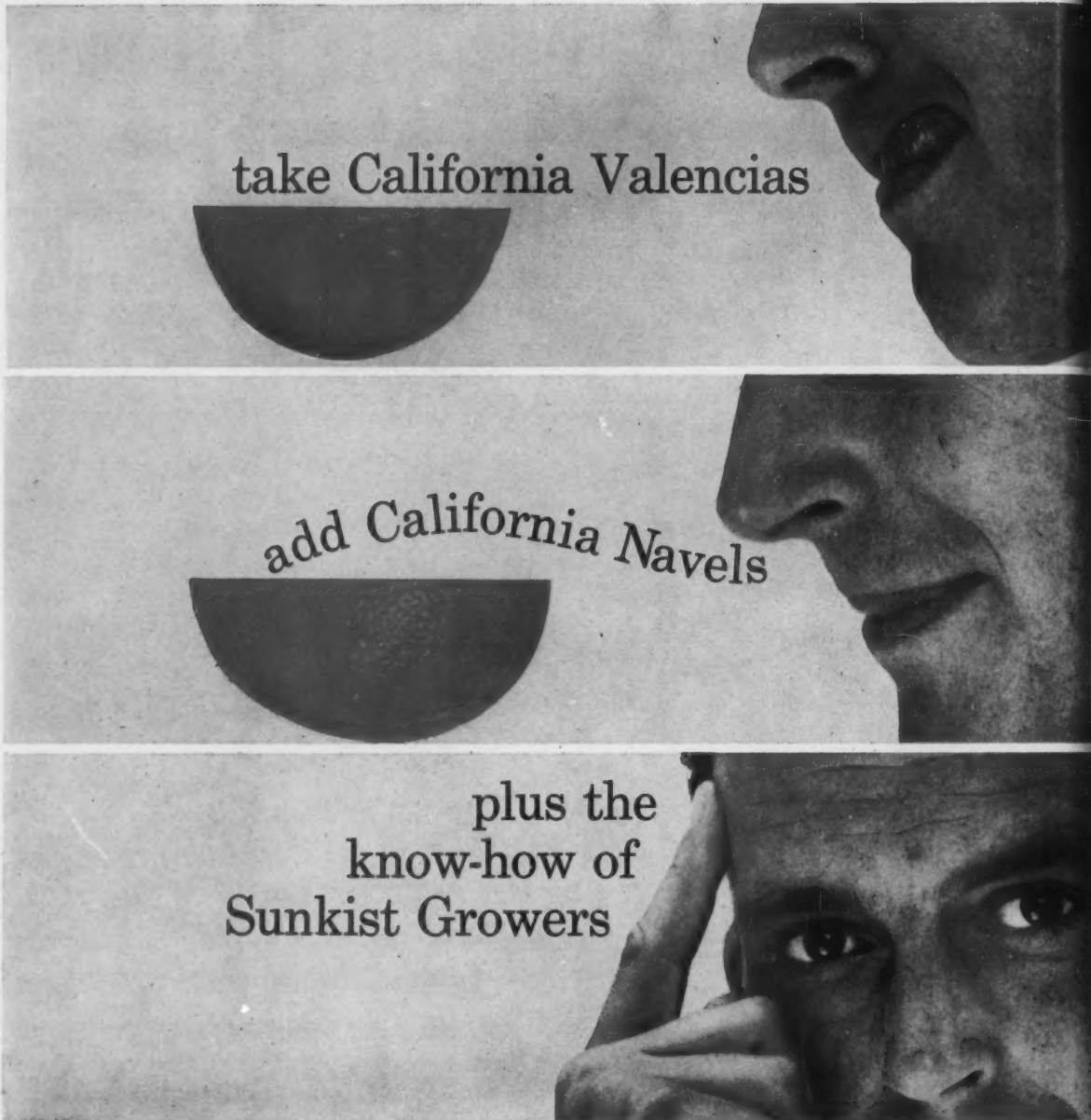
Type of product ¹	December 1958		12 months		Percent change from 1957	
	Pounds (1,000)	Value (\$1,000)	Pounds (1,000)	Value (\$1,000)	1958	1957
TOTAL SALES OF SELECTED ESTABLISHMENTS	99,819	42,653	1,321,617	(²) 531,404	+4	
Package goods made to retail:						
\$1.00 or more per lb.	6,330	6,696	46,956	+4	50,186	+7
\$.50 to \$.99 per lb.	8,958	4,862	133,606	-7	72,114	-1
Less than \$.50 per lb.	14,242	3,765	211,386	+6	54,539	+3
Bar goods	44,273	18,850	615,438	(²) 252,160	+4	
Bulk goods ²	17,342	4,688	200,364	-1	54,588	+2
5¢ and 10¢ specialties	8,674	3,792	113,867	+6	47,847	+8

¹A selected group of large manufacturer-wholesalers and chocolate manufacturers report sales by type of product. Companies reporting such detail account for approximately half of the total sales of manufacturers.

²Includes penny goods.

³Less than 0.5 percent change.

Data from monthly "Facts for Industry" of the U. S. Department of Commerce.



take California Valencias

add California Navels

plus the
know-how of
Sunkist Growers

to make the best orange oil for you!

It takes just the right proportion of the rich oil of flavorful California Valencias...plus the aromatic oils of deep-colored navels...and the unmatched experience and skill of the Sunkist Growers in citrus product manufacture, to produce the best orange oil for you — Exchange Brand, U.S.P.

Precisely blended... identical in quality and strength, batch after batch... Exchange Brand Orange Oil is insurance that your products will maintain superiority batch after batch, year after year.

Ask your distributor for Exchange Brand Orange Oil — in the sealed container. It adds so little to the cost of finished goods, you cannot afford to pay less.



Orange Oil U.S.P.
California Cold-pressed

Sunkist Growers

PRODUCTS SALES DEPARTMENT • ONTARIO, CALIF.

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180 Varick St., New York 14, N. Y.

Fritzsche Brothers, Inc.
76 Ninth Ave., New York 11, N. Y.

Ungerer & Company, Inc.
161 Avenue of the Americas,
New York 13, N. Y.

Inquiries from countries other than U.S. and Canada should be directed to Sunkist Growers, Products Sales Department.



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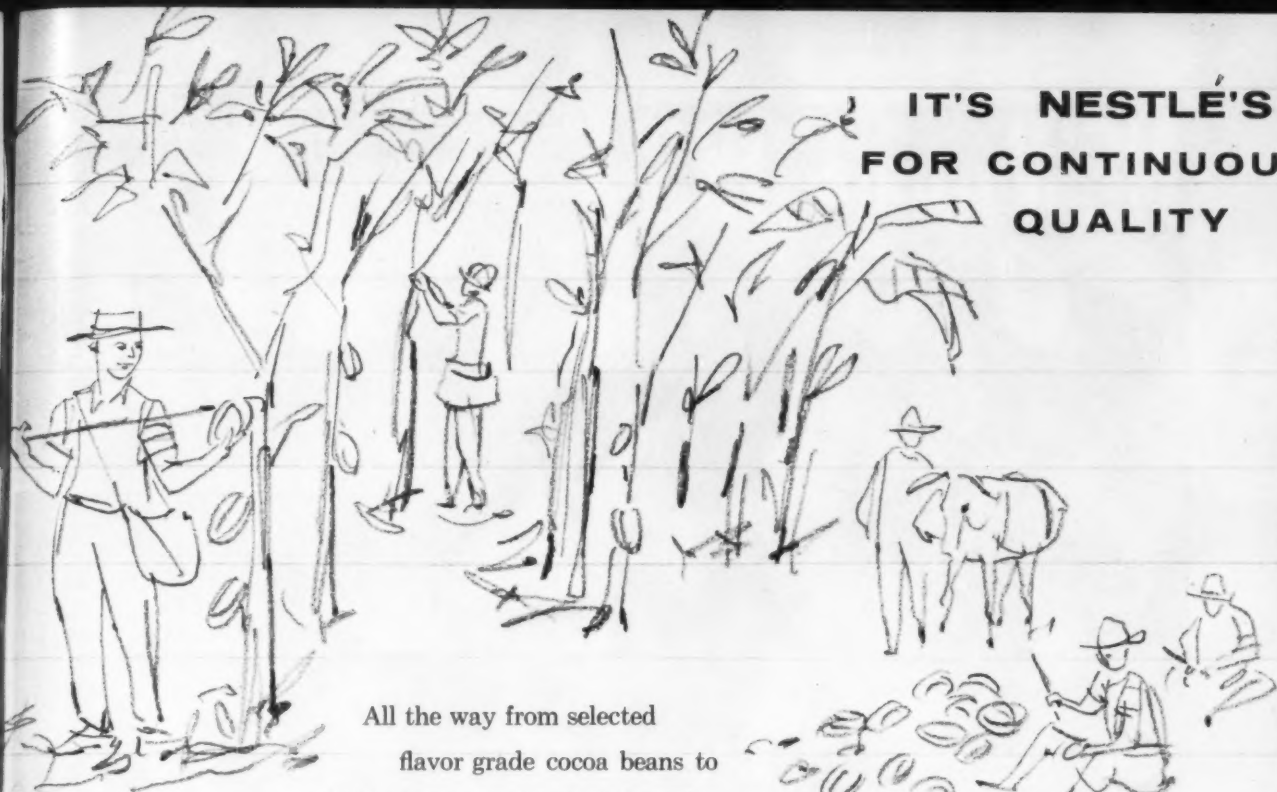
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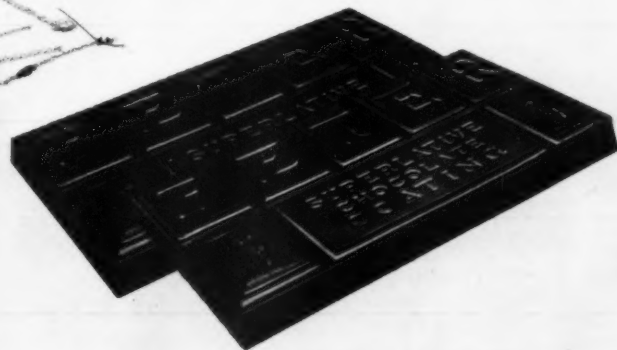
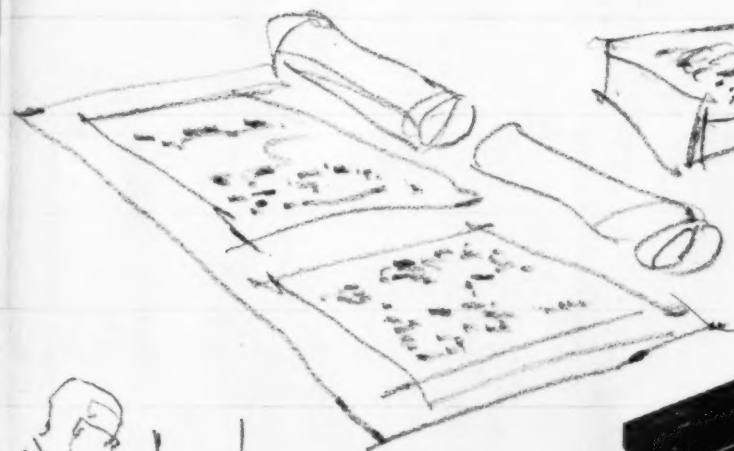
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FOR CONTINUOUS
QUALITY



All the way from selected
flavor grade cocoa beans to
finished coatings, Nestlé's famed
"Quality Control" gives you the
finest in chocolate flavor.



PETER'S® RUNKEL'S®

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THE NESTLÉ COMPANY, INC.
WHITE PLAINS, N. Y.

® Trade Mark Reg.

NEW from VOSS



3M500 Cooling Tunnel Belting with smoother-than-glass Mylar*

Now, a new cooling tunnel belting with amazing strength that imparts a mirror-like gloss to chocolate product bottoms and sharp, clean embossing if desired. Voss "Kleer-Gloss" 3M500 has a tensile strength of 20,000 p.s.i. and a tensile modulus of 550,000 p.s.i.

Impervious to fats and oils, Voss "Kleer-Gloss" 3M500 holds its smooth finish... washes clean with soap and water. This new cooling tunnel belting is easy to track and easy to splice. Furnished in opaque white or eye-rest green... in belt or plaque form.

Lighter and more flexible M3000 or M6000 "Kleer-Gloss" Mylar* are ideally suited for multi-tier plaques... assure that "quality" look for your products.

*DuPont Trade Mark for its polyester film



Your
SERVICE
SOURCE
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Chicago 26, Illinois

Please send full information on
VOSS "Kleer-Gloss" Mylar* Belting.

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Company _____

Street _____

City _____ Zone _____ State _____

Mavrakos honored in Philly

The Philadelphia Retail Confectioners Association has named Jack Mavrakos, president of Mavrakos Candy Company, Saint Louis, outstanding retail confectioner of 1958. The award was presented at the association's annual banquet on February 23rd. Mr. Mavrakos is currently serving on the executive board of the Associated Retail Confectioners of the United States, and was a key figure in the launching of the Retail Candy Store Institute, the public relations operation of the ARC.



Braver named by Delicia

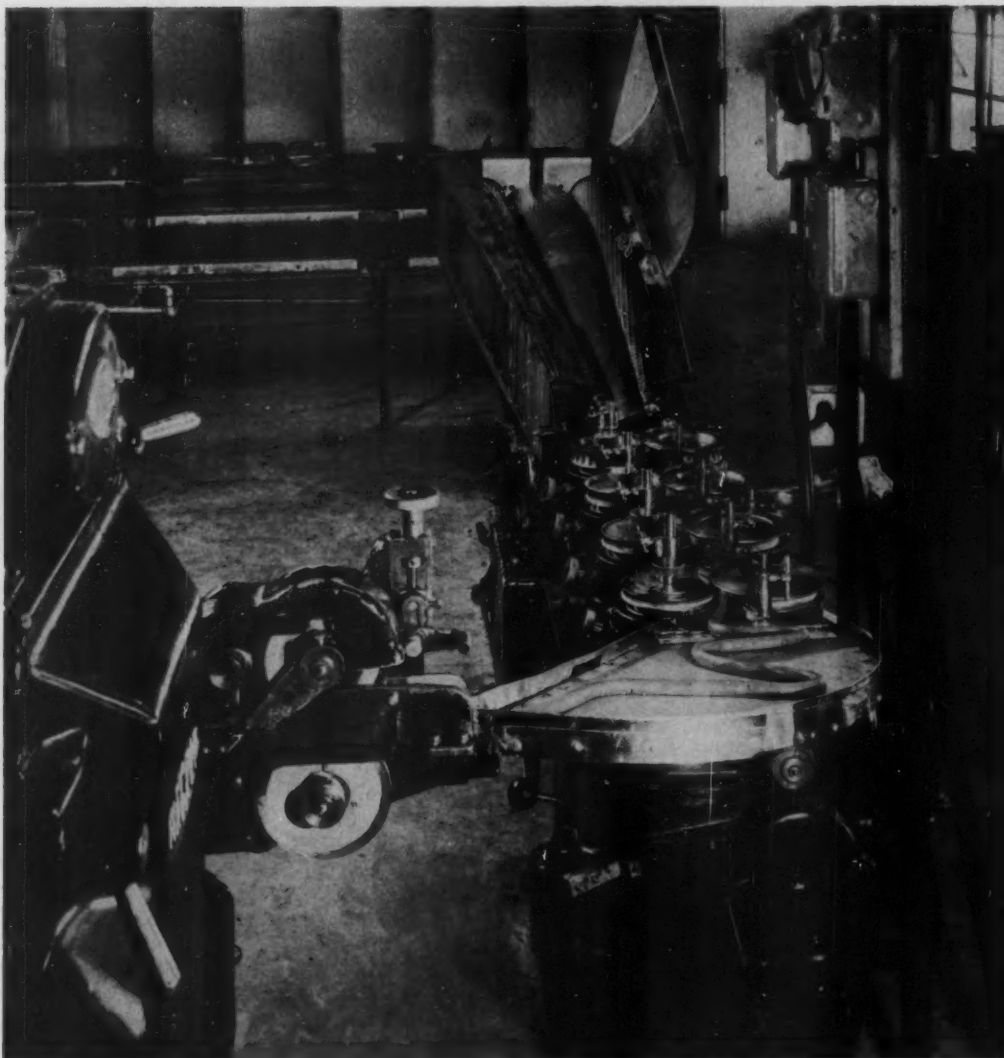
Jeanette Braver has been appointed sales manager for the confectionery division of Delicia, Inc. She has been with the company since 1940 and most recently held the position of assistant sales manager.

Richmond leads AACT panel

At the March meeting of the Southeastern Section of the AACT, Walter Richmond will continue a discussion of the eight basic candies. This discussion was started at the January meeting of the group and a panel consisting of Lloyd Latten, McAfee Candy Co., George Jenkins, Brock Candy Co., P. J. Dittig, Norris Candy Co. and Mr. Richmond answered questions pertaining to the types of candies discussed.



HOW TO AUTOMATICALLY FEED YOUR CUT AND WRAP MACHINE WITH THE HANSELLA 19J BATCH FORMER 65D ROPE SIZER COMBINATION



Here is a production-proven installation showing the latest Hansella 19J Batch Former/65D Rope Sizer Combination **Automatically and Continuously** feeding a Forgrove Cut and Wrap Machine.

**Always Remember: HANSELLA MAKES YOUR JOB EASIER
and YOUR CANDY BETTER**



HANSELLA MACHINERY CORPORATION

GRAND AND RUBY AVENUES, PALISADES PARK, NEW JERSEY
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GO MODERN..

with

Stehling Coating Mixers Have Proved Superior . . . For

- Melanging
- Emulsifying
- Storing
- Making compound coatings
- Melting whole 10 lb. cakes

Over 300 Stehling mixers in daily use attest to the wide acceptance of this fine machine for the manufacture and use of coatings. Their rugged construction, superior mixing action, and efficient operation have made "Stehling" a by-word in the industry.

If you make or use large quantities of coatings, either pure or compound, you can be more efficient with a Stehling. Now available in five capacities 6,000 lb., 13,000 lb., 20,000 lb., 30,000 lb., and 45,000 lb. Also in single and double compartment arrangements.

Write for literature and prices.



CHAS. H. STEHLING CO.

100 N. TUNNICLIFFE STREET, CHICAGO, ILL.

Award winning poster



The Art Directors Club of Chicago awarded this Clark poster first place in the Confectionery Classification of Outdoor Advertising Art.

New secretary at Alliance

The Cocoa Chocolate and Confectionery Alliance of London, England, has announced that D. H. Joss, secretary of the Alliance for many years, will leave at the end of March. His place will be taken by J. E. Chapman, presently assistant secretary.

Curtiss names R. L. Jones, Jr.

Curtiss Candy Company has appointed Robert L. Jones, Jr. manager of their sales training program. He has been with the company since 1950 and has held various sales management positions.

Clark appoints Cavileer

D. L. Clark Co., in an effort to provide better communication between company management, brokers and key buying personnel, has created the position of national field supervisor. Curtis M. Cavileer, Jr. has been appointed to fill this position.

U. K. frees U. S. mach. imports

The English government has put candy and chocolate making machinery on the list of items which may be freely imported from the dollar area. This means that anyone wishing to import such machinery into the British Isles will automatically get a license upon application. The duty of 17½% remains.

Peterson Bunte chief exec.

Richard O. A. Peterson has been elected chairman of the executive committee and chief executive officer of Bunte Brothers Chase Candy Company.

Spangler moves whlse. division

Spangler Candy Company's Wholesale Division has moved from the firm's manufacturing plant to 119 S. Beech Street, Bryan, Ohio.

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Flo-Sweet quality sells more sweets!

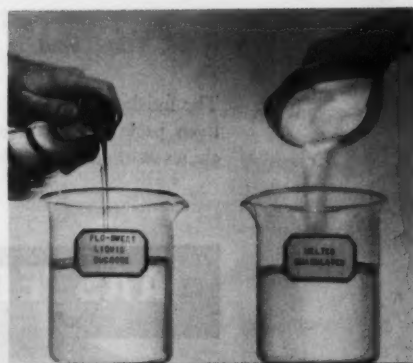
Flavor . . . body . . . texture—these are just some of the things that spell quality in today's confectionery.

In candy kitchens, quality-conscious managers use Flo-Sweet for precise quality control, coupled with important savings in costs. They have found the Flo-Sweet liquid sugar system ideal for streamlining production and simplifying housekeeping. They have increased production with new techniques that cut kettle time by as much as one-third, especially important during peak seasonal demands. They have selected, from the large Flo-Sweet family of fine sweeteners,

those best suited to their own specific needs. They have realized important savings—a typical candy plant using 100,000 bags of sugar a year can save \$64,475 annually with Flo-Sweet.

You can easily verify Flo-Sweet's higher quality yourself, through the simple test shown at the right. Just dissolve some of your favorite granulated . . . concentrate it to 67° Brix . . . and compare its color with that of Flo-Sweet liquid sucrose.

Your Flo-Sweet engineer will be glad to help you explore ways to use Flo-Sweet liquid sugars in cutting costs while boosting quality. Why not consult him soon?



REFINED SYRUPS & SUGARS, INC.

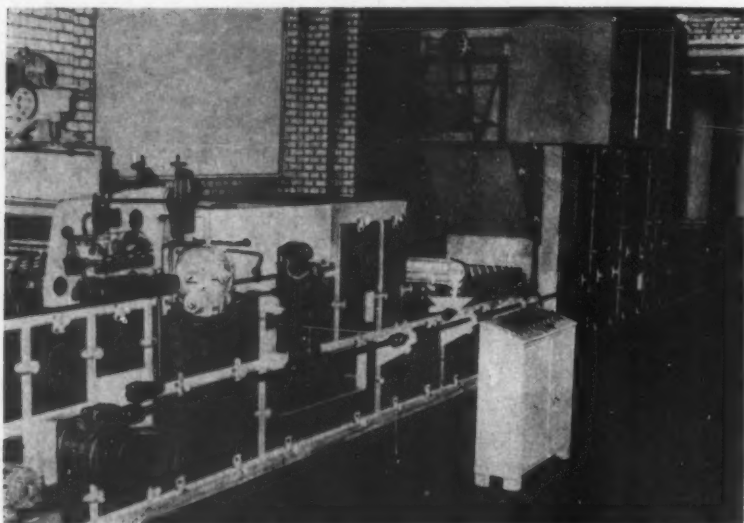
YONKERS, NEW YORK

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SERVING INDUSTRIAL SUGAR USERS EXCLUSIVELY
FROM YONKERS, ALLENTOWN, DETROIT, TOLEDO

FLO-SWEET

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FIRST IN LIQUID SUGAR

Lower costs and waste reduction!



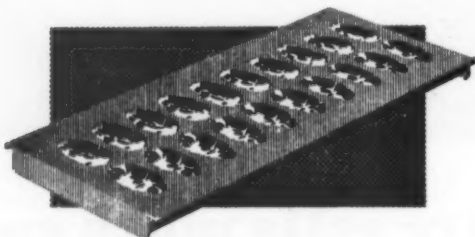
FULLY AUTOMATIC MOULDING LINE

Medium-size for solid chocolate
and biscuit chocolate
Production with 330 moulds:
720 kilos/hour
in 100 gram tablets

FOR ALL VARIETIES:

Solid, filled and hollow articles

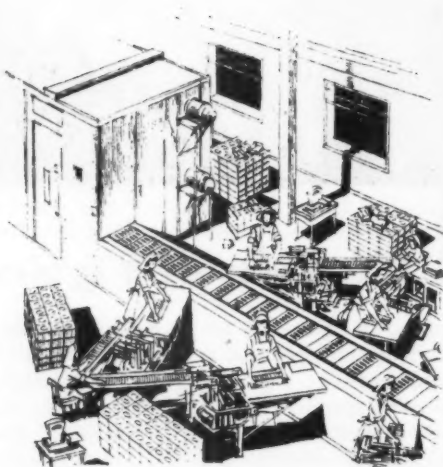
all manufactured on one plant or individual plants for each group. Each plant designed to your special demand.



THE AASTED MOULDS

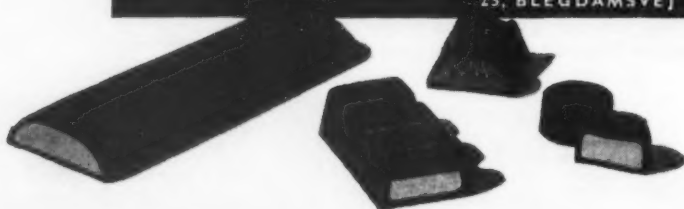
are quickly exchanged and well protected, being fixed in strong carriers.

The finished goods are transferred direct from packing carriers to wrapping machines without being touched by hand.



AASTED CHOCOLATE MACHINE CO.

25, BLEGDAMSVEJ COPENHAGEN Ø. DENMARK



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Aasted Chocolate Machine Co.
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Quebec, Canada

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March 1959

Volume XXXIX—Number 3

Edited and Published in Chicago

The Candy Manufacturing Center of the World



The estimation of lecithin in chocolate coatings

This paper describes a method of empirical analysis of the percentage of lecithin in a sample of coating. Joseph R. Brehm 17

Simplified records for accounts receivable at Crystal Pure

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Shell molding at Leaf

A complete picture story of Leaf's shell molding operation, showing the machine and techniques for roll production. . . Stanley E. Allured 24

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COVER: This shell molding machine at Leaf Brands is one of the most highly automatic production machines in the business. See the complete picture story on page 24.

Founder—Earl R. Allured
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Technical Editor—Wesley Childs
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for March 1959 — 15

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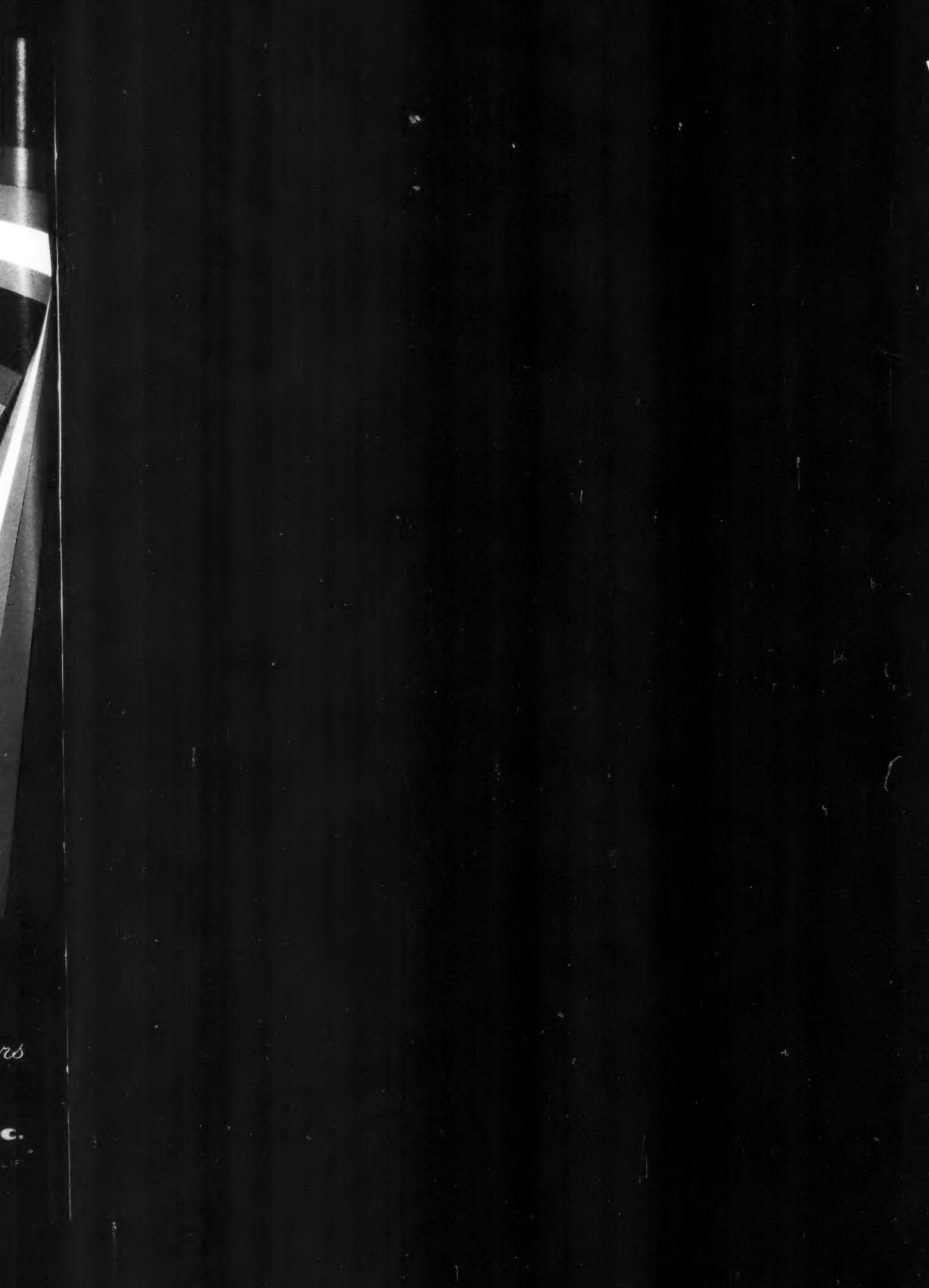
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The estimation of lecithin in chocolate coatings

by JOSEPH R. BREHM

It will be plain as this method is developed, that the above term "lecithin" is used loosely and the method is not specific for lecithin. While, strictly speaking, any other substance used for reducing the viscosity of chocolate coatings would probably give similar results, at the time this is written this does not seem to be a critical factor. This possibility of the presence of viscosity reducing materials other than lecithin can not be ruled out however, and must always be kept in mind. For the most part, this method gives valuable information easily and quickly.

The term "lecithin" used here means the commercial product comprising 60% of alcohol soluble monoamino-monophosphatid and 40% of a carrier oil or fat (1).

In the estimation or assay of any material, if a property of that material can be identified and measured, it can form a basis for the quantitative measure of that material. In the case of lecithin in chocolate coatings, the property which most nearly meets these requirements is its reduction of viscosity. (Other properties of lecithin will be dealt with later).

The qualitative test, particularly in the case of coatings which contain no lecithin, is almost dramatic. If to a convenient quantity of melted choco-

late coating which contains no lecithin, say 150 to 200 grams, a drop of lecithin is added and mixed, the reduction in viscosity is so great as to be plainly apparent.

When it comes to measuring this quantitatively, the most convenient way is to use standard NCA-M° conditions as far as possible.

Method

Given an unknown coating:

1). Weigh out a usual amount (about 170 grams) of coating into a tared MacMichael viscosity cup, melt, cool and determine viscosity according to standard NCA procedure. Scrape as much coating as conveniently possible from the plunger back into the cup.

2). To the coating remaining in the cup, add one-twentieth of one percent of lecithin of known composition and mix. During this operation keep the cup and its contents at 100°F. or slightly above. Base the weight of added lecithin on the net weight of coating in the cup. This amount of lecithin can be weighed conveniently on an ordinary 3 x 1 inch tared microscope slide using an analytical balance. It is best to try to keep the lecithin toward one end of the slide using the 1 x 1 inch area of an end for the purpose. Lecithin is slightly hygroscopic but not enough to invalidate

the method. (However it almost goes without saying that it is poor technique to leave part of the weighing over night or, worse yet, over a weekend. A reasonable degree of promptness is about all that is required.) The lecithin can be added to the coating by scraping it from the slide with a spatula, then dipping the spatula into the coating and using the adhering coating to "rinse" the slide. By scraping one against the other (spatula against slide) and repeating three times, quantitative transfer of the lecithin can be made.

The mixing is best done in most cases with the thermometer used for determining temperature. Five minutes by the clock seems to be enough. It is said that good technicians do not use thermometers for stirring rods, but the writer used an ordinary etched stem thermometer for this purpose almost daily for seven years without breaking it or wearing it out so its use here seems to be indicated. The whole operation of step 2 should not require more than twenty minutes.

3). Reduce the temperature of the lecithin-coating mix to 100° F. and determine the viscosity again according to NCA specifications.

4). Repeat steps 2 and 3.

5). Repeat steps 2 and 3 except this time use one tenth of one percent lecithin.

6). Repeat step 5. By this time three tenths of one percent of lecithin will have been added and it is entirely probable that the viscosity will show no more reduction on the addition of more lecithin. Here the operator must use his own discretion and judgement. The addition of another one tenth of one percent of lecithin may be indicated or desired for purpose of completeness. The best the writer can do is suggest that where there is 5 M° or more between steps 5 and 6 another addition should be made.

7). Plot the results on graph paper and compare with curves for coating of known composition. For a starter use a coating known not to contain any lecithin and with viscosity in the neighborhood of 200 M°. There will be small differences between milks and darks and also small differences dependent upon composition but the overall picture is so definite that these usually can be ignored.

Interpretation of Results

The slope of the curve is a measure of the amount of lecithin contained in the coating.

This method is strictly empirical; however, an experienced operator can be surprisingly accurate in estimating the percentage of lecithin in a sample of coating.

With regard to the accuracy of the method, it depends on the coating, the amount of lecithin it contains, the skill of the operator and his experience. The following examples are based on the writer's experience. Given a coating which shows an initial viscosity of 220 M° and after the addition of three tenths of one percent of lecithin, shows a viscosity of 55 M°, is it safe to say that it contains no lecithin or other viscosity reducing agent. A coating which shows an initial viscosity

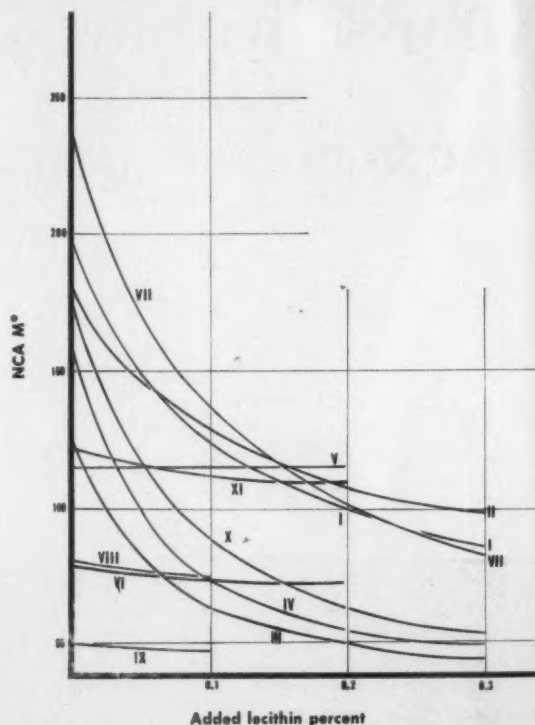
of 58 M° and drops to 55 M° on the addition of one tenth of one percent of lecithin probably contains three tenths of one percent of lecithin plus or minus one eightieth of one percent.

Several graphs are shown. They appear to be typical "fall away" curves but the writer has not worked out the mathematical formulas for them. They are quite complicated. (2)

Several short cuts of the method are possible. When pressed for time only one addition of lecithin may be made. In this case, one tenth percent addition is recommended and the slope of the resulting viscosity drop is fitted to the corresponding slope of known curves in the best way possible.

This procedure is a very useful tool in developing coatings of any desired working characteristics, or in the case of purchasers, of setting specifications to obtain desired characteristics.

- (1) The Amer. Illus. Med. Dictionary. 12th Ed. 1923. W. B. Saunders Co. (Dorland).
- (2) Non-Newtonian Flow Still Hazy. Chemical And Engineering News, Vol. 37, No. 3, Jan. 19, 1959. Pg. 37.



- I. A dark chocolate for hand dipping and decoration. Liquor content 35.0%. pH 6.85. A trick coating designed to simulate coatings of higher liquor content. Lecithin content 0.5%.
- II. A non-descript milk chocolate coating. Probable lecithin content 0.1%.
- III. A dark enrobing chocolate. Lecithin content 0.0%.
- IV. A milk chocolate for enrobing and decoration. Lecithin content 0.0%.
- V. A dark chocolate used for enrobing mint patties. Lecithin 0.35%.
- VI. A molding milk chocolate coating. Lecithin content 0.35%.
- VII. A milk chocolate for hand dipping and decoration. Lecithin content 0.0%.
- VIII. A sweet cocoa and vegetable fat other than cacao fat coating successfully used by a cookie baker. Probable lecithin 0.3%.
- IX. A dark chocolate coating. Liquor content 38.5%. Successfully used to coat marshmallows. Probable lecithin 0.35%.
- X. A milk chocolate for hand dipping and decoration. Lecithin content 0.0%.
- XI. A non-descript milk chocolate. Lecithin content 0.25%.

Simplified records for accounts receivable at Crystal Pure

by ALEX GRUSKIN,
Controller and Assistant Manager
Crystal Pure Candy Company



This is the special desk that houses the records for this accounting system. The author, Alex Gruskin, is checking a record with the bookkeeper, Miss Matilda Jacobs. This special desk provides storage and immediate accessibility to 2500 individual credit and posting records.

A better system of keeping track of accounts receivable has enabled the Crystal Pure Candy Company of Chicago to reduce the accounting staff from two persons to one while the volume of business increased by 30 percent.

This apparent magic was accomplished by simplifying our bookkeeping methods.

The most remarkable thing about the new system is that, in this age of automation and increased dependence upon machinery, our new system involves no machines. In fact, it allowed Crystal Pure to dispense with the billing and posting machines that it had relied on previously.

This kind of improvement, unexpected as it was, is the more remarkable in a company the size of ours, operating in 48 states and with 2500 customers.

All of this means paperwork, literally mountains of it, which must be handled efficiently. Before we switched to our new system, we used one person to handle accounts receivable and a second to handle both accounts payable and company payroll, and were plagued with the same troubles that give headaches to all office managers and company controllers. Billing often lagged days behind, especially during rush periods, and it sometimes took days to find out where the billing operation stood at any given point.

Furthermore, one person controlled the operations of one machine. If she was absent for any reason, no one in the office knew the score until she returned. In addition, the billing and posting machines were subject to breakdown, causing further delay, error and annoyance.

When we decided to make a change to a more efficient accounting system, we looked over the field. At one time we were seriously considering installing a new machine at a cost of \$3,500.

Ultimately, however, we selected the Remington Rand Simplified Unit Invoice Accounting Plan—called SUIAP for short. While it simplified our entire accounts receivable setup and resulted in more efficient invoicing, posting, follow-up and accounting in general, it required the installation of nothing more complicated than a new desk to house the plan's special files. This special desk gives us the added protection against loss by fire.

Now, one bookkeeper does the work formerly done by two. Moreover, she handles easily the increase in business that we have experienced since installation.

**PRESERVE FLAVOR
OLD NICK
and FRESHNESS
for shelf-life expectancy!**

- ① HERMETICALLY HEAT-SEAL FILMS AND FOILS
- ② HEAT, GLUE and/or CRIMP SEAL OTHER MATERIALS

PROTECT WITH ANY OF THESE WRAP MATERIALS: —

GLASSINES, WAX PAPERS, FOILS,
CELLOPHANE, POLYETHYLENE
AND OTHER PLASTIC FILMS
ON THE AUTOMATIC . . .



- Wrap up to 300 single or multiple product units per minute
- Wrap products of most any shape
- Wrap hard, soft, crisp or fragile candies without crush or breakage
- Save labor with 1 person operation
- Wrap piece candies with bag-like appearance for rack selling
- Use no boards, trays or stiffeners — unless desired
- Save wrap materials — seal without costly oversize seam laps



Putting Ideas to Work



FOOD MACHINERY AND CHEMICAL CORPORATION

FMC Packaging Machinery Division

Hudson-Sharp Machine Company

1201 MAIN STREET • GREEN BAY, WISCONSIN

Simplicity is what sold us on this system. Movable, colored signals on each account keep all important action within sight at all times—such as when each customer made a payment, and what collection action is currently being taken.

Here, briefly, is a summary of how our desire for simplicity was translated into accounting savings:

1. We handle charges and credits much faster than before. Remittance application is a mere matter of removing invoice copies from their jackets in the file and date-stamping them PAID, noting the discount or allowance. For partial payments, credits are written on receipt forms and dropped into the special file. The same procedure is used for an erroneous credit or debit, with a follow-up letter sent to the customer.

2. Ledger record is a duplicate of the customer's invoice. This gives the clerk complete information on sight, rather than a skeletonized transcript. Thus we avoid errors of omission or transposition in posting.

3. Open item statements are made up several times faster and only when needed, since the ledger contains open items only.

4. Credit authorization is fast and accurate because the account clerk has more information visible in the customer file. Hence she can handle routine credit authorization, leaving more time for the credit manager to spend on accounts that are more questionable.

5. The movable signals automatically show up only the accounts that need action, and exactly when they need action. The bookkeeper is free to aggressively follow-up delinquent accounts because she is not burdened by having to post individual details such as sales and cash receipts. Every week she goes through the entire file of 2500 accounts to spot delinquents, and follows up with delinquent notices. This takes only about 15 minutes—a big improvement in itself, when it is considered that under the former setup we often never got around to it at all.

Our final payoff in simplicity can be illustrated by the control system. We take an adding machine tape to get the control figure for the day of sales and accounts receivable. This is balanced once a month against the totals of the six control groups of the file (we group our accounts by states into six units, and list them alphabetically by states).

Only the day's totals are entered in the sales journal. All records of individual checks received are kept in dockets, which we can refer to if necessary. A docket is kept for each day containing either check stubs or a notation on the envelope we receive containing payments.

There are many companies our size in the candy business. Competition is keen, and we must take advantage of every improvement in office methods that will sharpen the profit picture by reducing waste and giving better customer service.

We feel we have made the progress accorded to us thus far by following the motto: "Avoid complication—simplicity".

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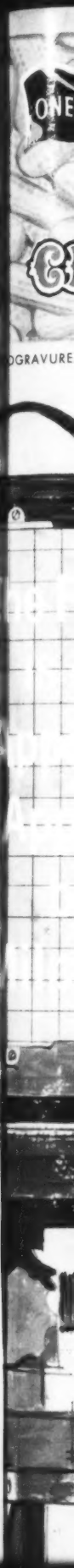
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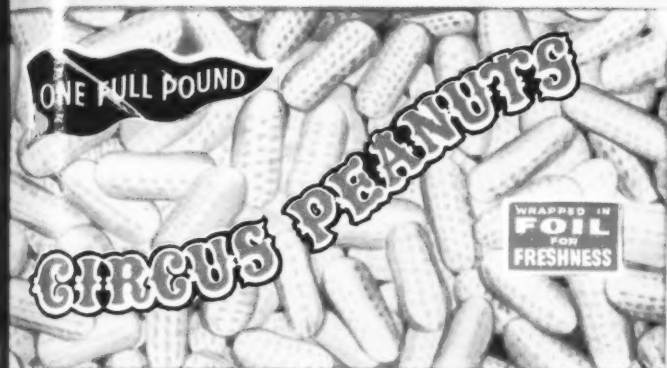
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ROTOGRAVURE PRINTED FOIL CARTON OVERWRAP

ROTOGRAVURE PRINTED FOIL
CARTON OVERWRAP



LITHOGRAPHED CARTON



LITHOGRAPHED CARTON



As dazzling as the variety of candies offered in today's supermarkets is the variety of packages they come in . . . all designed to attract and sell your customer in seconds!

Nothing quite matches the instant eye-appeal you find in Milprint packages—such as these stock designs created by Milprint designers and available to you. Only Milprint offers over half a century of experience in creating packaging that creates sales . . . in pioneering ideas that keep you ahead of competition . . . in combining craftsmanship, facilities and merchandising know-how to win bigger profits for you!

Milprint^{*} INC.
makes packaging that makes sales

GENERAL OFFICES, MILWAUKEE, WISCONSIN • SALES OFFICES IN PRINCIPAL CITIES

printed rolls, foil, cellophane, glassine,
polyethylene, saran, acetate, "mylar"[®],
pliofilm, vitaform, laminations,
extrusions, folding cartons, bags,
lithographed displays

^{*}REG. U.S. PAT. OFF. This insert lithographed by Milprint, Inc.





**Your candy has better appearance...
faster sales with the finest pecans...**

...Fleischmann's Fancy Pecans

Pecans accent the full, rich taste of your candy products. But you need pecans that stay fresh longer to give your candies longer shelf-life . . . assure taste satisfaction whenever they are purchased. And when it comes to fine, fresh pecans . . .

Here's why more and more manufacturing confectioners are choosing Fleischmann's Fancy Pecans:

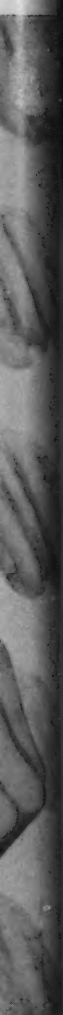
Fleischmann's Fancy Pecans are bright-colored, full-meated, and firm. You can be sure they will be uniform in size, whichever grade you select. Our expert buyers choose only the "pick" of the pecan crop. These "seedling" pecans have a higher oil content for long-lasting flavor. And they stay fresh longer because they're fresher when you get them.

Remember! Your candies will taste even better . . . and sell faster . . . when you use the finest pecans—Fleischmann's Fancy Pecans. Call your Fleischmann man today. He'll help you select the grades you need.

.....
Ask your Fleischmann man about:
Frozen Egg Whites, Coffee for
Flavoring, and other products.

Fleischmann's *Fancy* Pecans

STANDARD BRANDS INCORPORATED

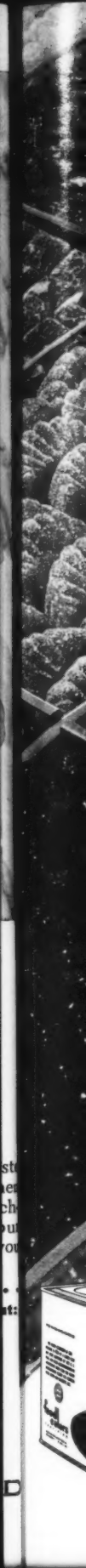


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**CERTIFIED
FOOD**

Colors

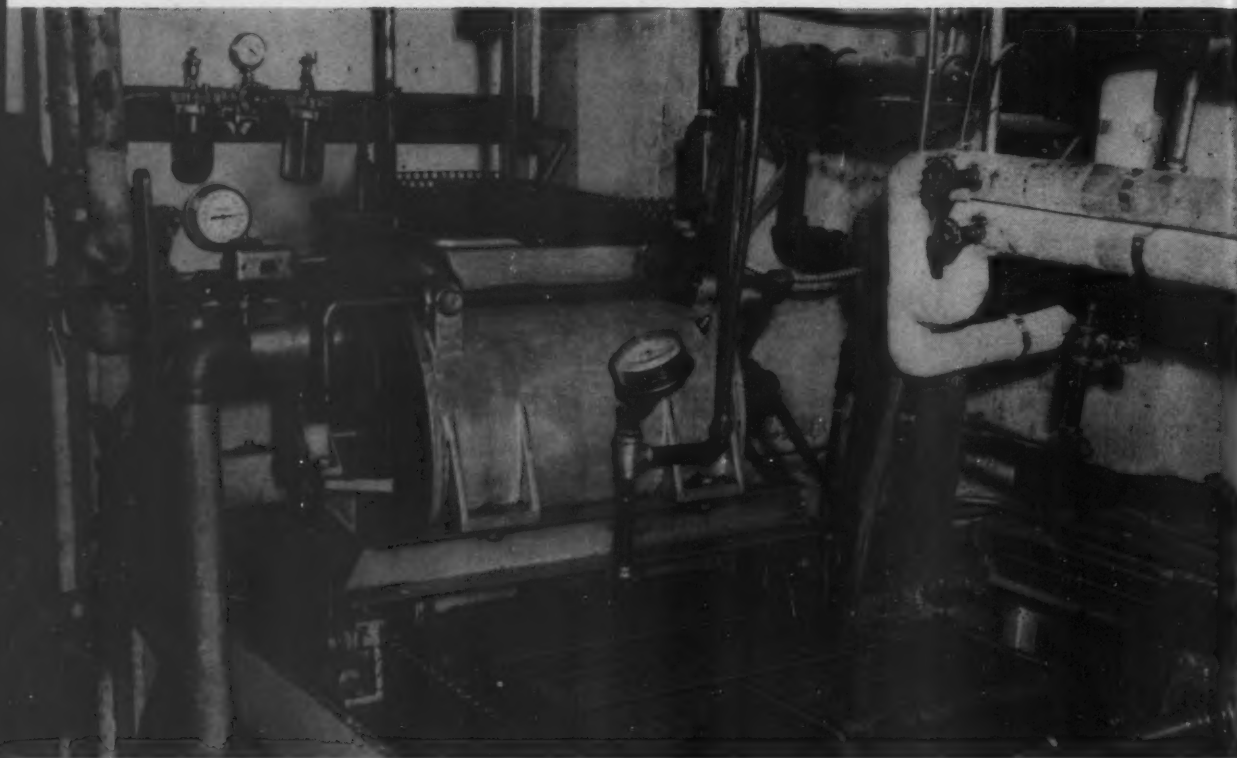
Whatever confections you produce, make them more brightly attractive, keenly tempting with Red Seal Colors—famous for exceptional brilliance, purity, uniformity. Warner-Jenkinson's know-how and facilities are at your service. Write in confidence.

WARNER-JENKINSON MANUFACTURING CO.

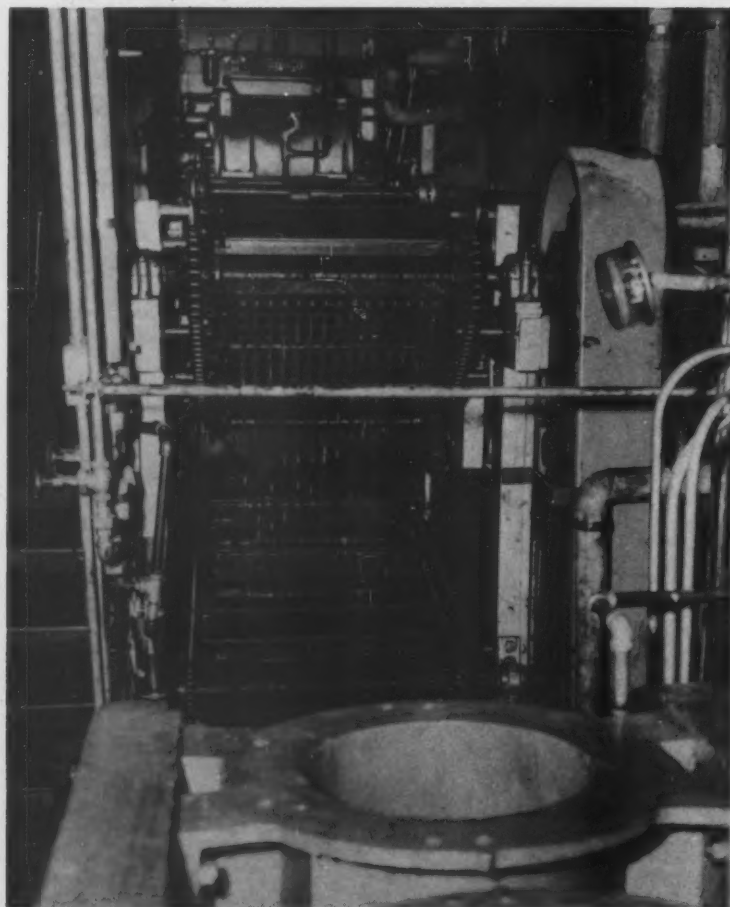
Manufacturers of Certified Food Colors, Vanillas, Extracts, Flavors
2526 Baldwin St. • St. Louis 6, Mo.

West Coast: 2515 Southwest Drive, Los Angeles 43, Calif. • Warehouses: Boston, Jersey City, Atlanta





The depositor above is the start of the molding process. It fills the empty molds with tempered chocolate. At the lower right a shaking mechanism makes the bubbles rise in the liquid chocolate to give a smooth even surface on the piece.



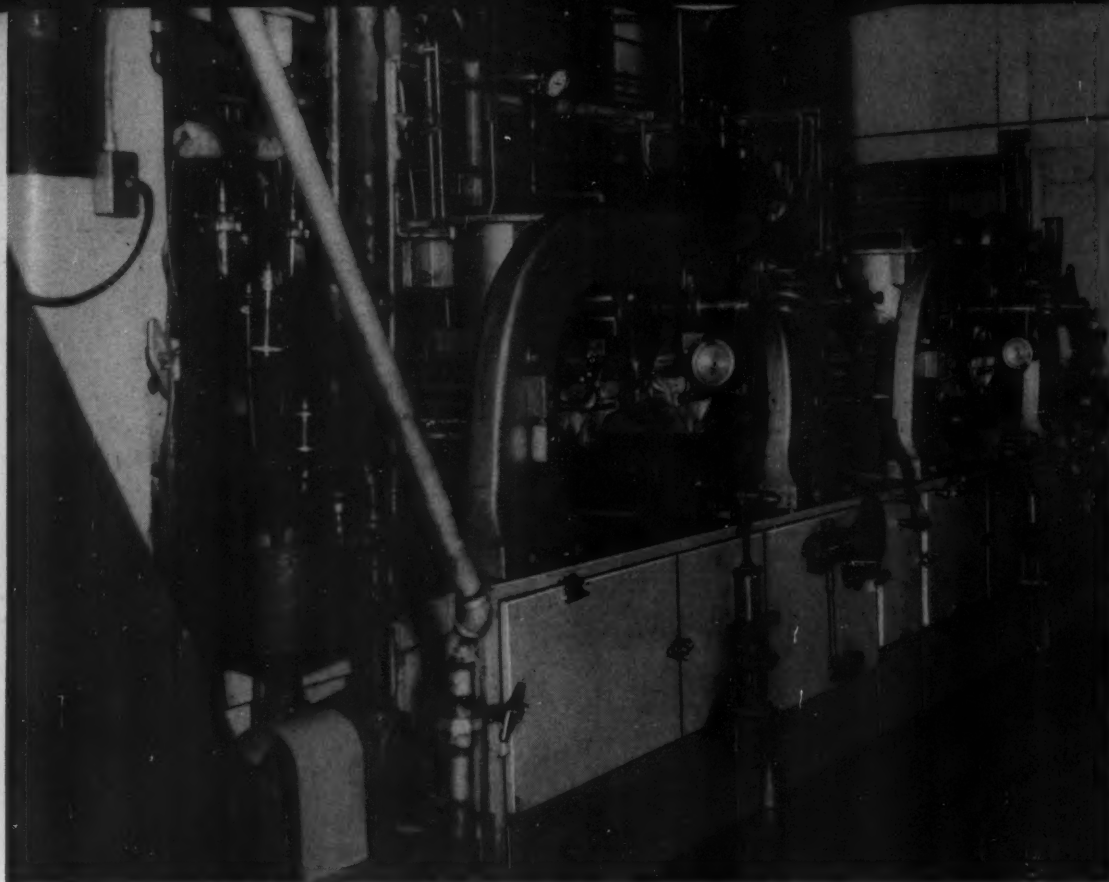
After the molds, filled with liquid chocolate, have cooled somewhat, they are inverted, and most of the chocolate flows out. A thin, even shell remains on the bottom and sides of the mold, and the surface of the mold is scraped to remove excess chocolate.

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After further cooling to harden the chocolate shell, a mechanism converts the continuous motion to intermittent movement for depositing centers. These two depositors are fixed, and deposit into the chocolate shells, filling them to within a fraction of an inch of the top.

Shell molding at Leaf

by STANLEY E. ALLURED, editor

Leam Brands, Inc., a leading specialty manufacturer, is making a strong bid for a place in the bar business. Their entry, mint-filled molded chocolates packed in a roll, follows the tremendous success that Necco has had with their imported Caramel Roll from Mackintosh of England. Leaf's entry preceded by a few months the introduction of Marsettes, which was also attracted by Rolo success.

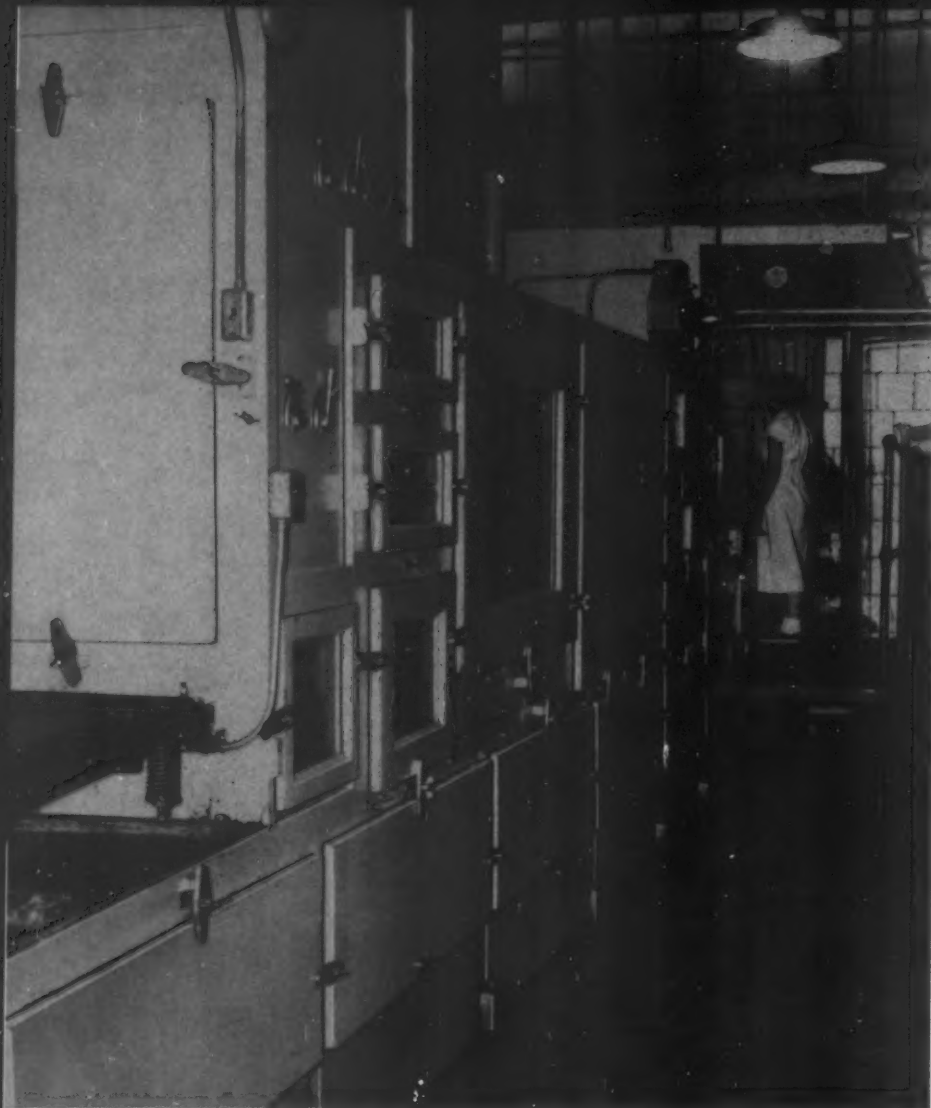
Leaf is primarily a specialty manufacturer whose present items are built around chewing gum, chocolate and sugar panning, baked sugar wafer and hard candy departments.

One of the things that particularly attracted Leaf to this type of candy piece is the wide variety of ways in which it can be packaged and merchandised. It can be individually wrapped for single piece sale, packed in various sizes of cartons and wraps for any type of outlet and price range.

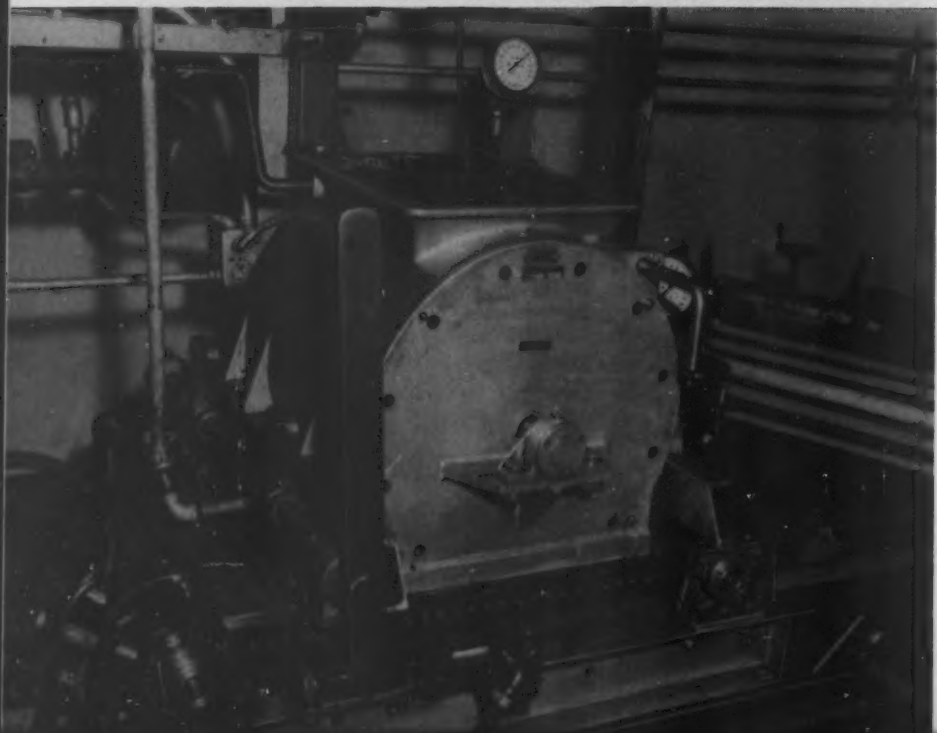
The piece itself is subject to wide variation as to center and coating. In this respect this item fits Leaf's policy of exploiting a basic production technique in as many ways as possible.

Since the introduction of the mint roll, three additional centers: coconut cream, sweet cherry and peanut butter have been added. A special merchandising counter display box has been developed under the trade name, Royalty Rolls, containing forty-eight assorted 10¢ rolls.

When Leaf became interested in chocolate molding several of their executives made a special trip to Europe to survey the various molding plants that were available. In the course of this examination fourteen different European factories were visited in six countries. The result of this survey was the purchase of an Aasted Automatic Chocolate Molding Plant, manufactured by the Aasted Machine Company of Copenhagen, Denmark. In-



This multi-pass cooling section cools and sets the center preparatory to finishing the piece with the final chocolate layer. A mechanism at the front converts the intermittent motion to continuous movement. This cooling must be done thoroughly so that the final piece will be strong enough to be handled in the wrapping machines.



This final depositor, called a strickler, puts the final coat of chocolate on the top of the piece that seals the center. A warming section just prior to this equipment softens the edges so that they will fuse to the fresh chocolate. A final scraper, shown at the right, makes a smooth, flat surface on the molded piece. Since molded chocolates are made upside down, the final coating of chocolate forms the bottom. A short cooling section sets this bottom.

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Three Autowrap machines are used to pack the production of this machine into rolls. Two of them pack the capacity of the machine, with the third on standby and available for servicing. The trays alongside the delivery pans are for packing boxes and trays.

cidentally, this machine was featured in the Jacques Pavillion at the Brussels World's Fair, where it was seen in operation, manufacturing molded bars, by millions of visitors.

The Aasted machine operates on the captive mold principle, that is, 590 metal molds are rigidly fastened into a mold carrier frame. The frames are permanently fastened to an endless chain, which carries the molds through the entire molding circuit.

The chain moves continuously through the machine, except during the depositing section. Here, an ingenious reciprocating mechanism converts the continuous movement to an intermittent rhythm which stops and starts the molds under the depositors to coordinate with the depositor nozzles (which are in a fixed position) and then reconverts the chain to continuous movement after the cream centers have been deposited.

The manufacture of the chocolate shells is similar to all other automatic chocolate shell molding plants. After heating, the molds are filled with chocolate, which is allowed to cool and partially set. The molds are then inverted and the unset chocolate flows out, leaving a shell on the bottom and sides of each cavity in the mold. After mechanical scraping (to clean the top of the

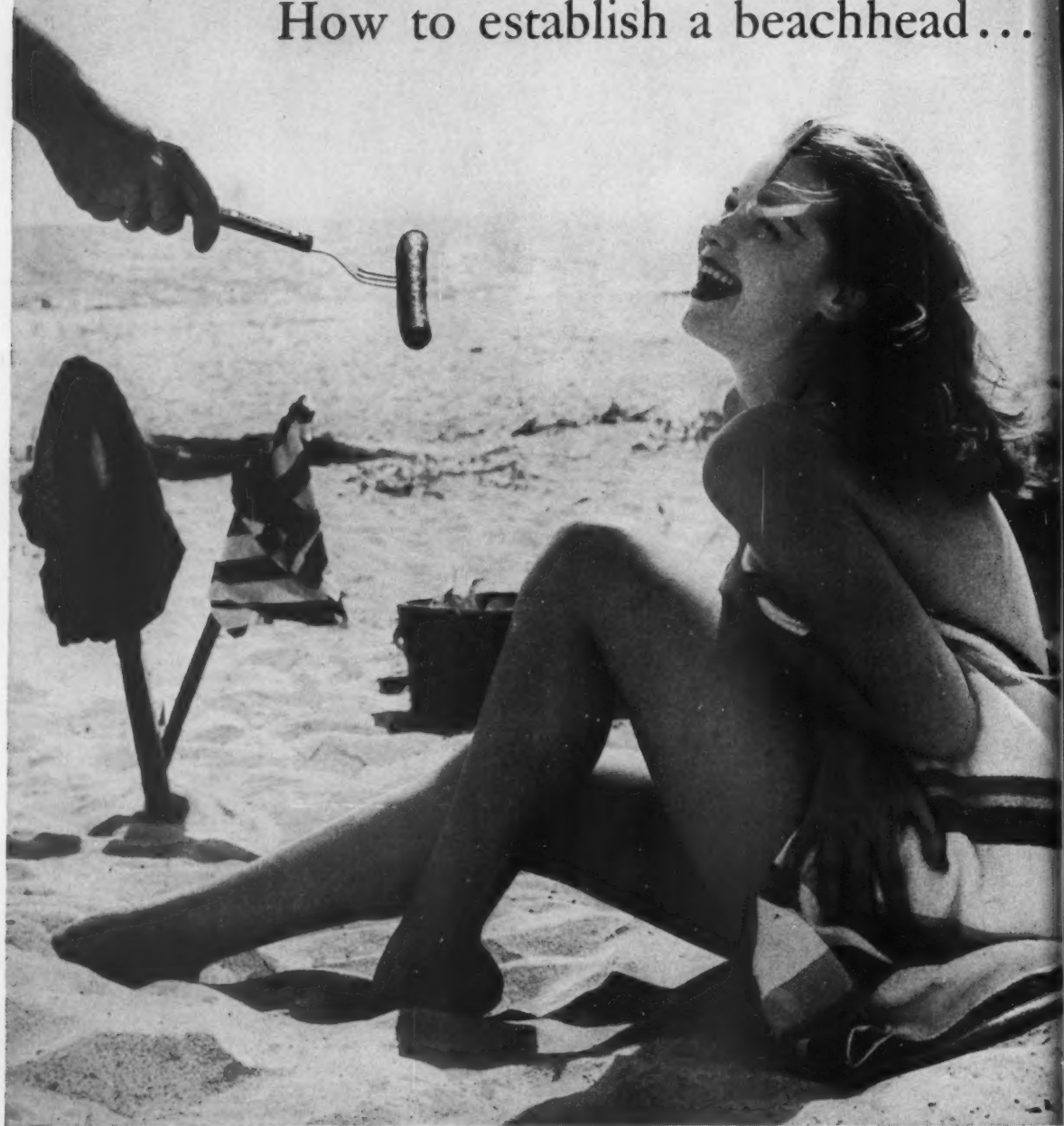
molds) and further cooling, the cream center is deposited into each shell, almost filling them, leaving only enough space for a thin layer of chocolate which will form the bottom of the finished candy.

They then move through a cooling area, and then pass under a strickler which fills the top of each mold with chocolate. The finished pieces are then set during passage through a subsequent cooling area. The chain carries the molds upside-down back along the entire bottom of the machine, a distance of about 75 feet. Travelling immediately below the inverted molds and along with them is a chain-carried, endless string of shallow trays onto which the pieces are automatically demolded by a tapping mechanism which insures complete demolding before the molds start another circuit through the machine.

The chain carries these trays back along the machine and through a wall into the packing room. They then rise to table height for convenient removal of the candies.

Leaf's rapid growth in sales has followed a pattern of concentration on a few specialized plant operations, engineered to top production efficiency. It is within these specialized departments that Leaf has developed their many new items of recent years.

How to establish a beachhead...



If your sales volume is slipping, don't throw in the towel . . . establish a beachhead with the man from Blumenthal. Life's a picnic when you rely on his fine quality chocolate products and the sincerity of his service. Drop everything and . . .

see your man from...

BLUMENTHAL BROS. CHOCOLATE CO.
MARGARET AND JAMES STS., PHILADELPHIA 37, PA.

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itioner

ALMOND BRITTLE

as made by Lawrence's
Kitchen-Fresh Candies,
of San Francisco



*Extraordinarily good
candy, the way Sam
Lawrence makes it!*

*Here's
Mr. Lawrence's
formula*

Mix in open kettle:

4½ lbs. sugar

1 lb. brown sugar

2 lbs. corn syrup

Add water to dissolve.

Cook to 240°-250° and
add 4½ lbs. raw shelled
almonds (Nonpareil
whole-and-broken or
Jordanole sheller-run).

Stirring constantly, cook
to 280° and add 1½ lbs.
butter and 2 tablespoons
salt and cook to 295°.

Set off fire and add
vanilla to suit taste, and
3 tablespoons soda. Mix
well. Spread on oiled
baking pan, and stretch
thin.

We're grateful to Mr. Lawrence for permission to
publish his formula for "California Almond Brittle".

A number of candymakers have asked, "Can't you give
us a formula for a really outstanding brittle?" We
believe this is it. Mr. Lawrence's customers seem to
agree, because they're buying this almond brittle *in
volume* at 41¢ a pound more than the price of ordinary
brittle. The almonds? Naturally, they are California's
finest Blue Diamonds . . . the double-sorted *worth-
more* almonds with controlled minimum moisture
content. *More good almonds for your money.*

Write for samples and prices.

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can do it with **CORN**

destination?

a candy bar or a wonder drug

Clinton Products go into
the making of many good things. Yours?

It has been said, "Wherever you may be and whatever you touch, one or more products of corn enter into its manufacture." The fabric from which your shirt is made was woven with the aid of starch. Starch gave it the fine finish at the laundry. The cigarette you smoke, the magazine you read, the food you eat, the beverage you drink—yes, the candy with which you treat your youngster or the antibiotic in your doctor's prescription depended in some way on a product that was made from corn.

Corn is our business at Clinton. In our modern plant we produce the finest of products from corn—under the strictest system of quality control. And, Clinton research today improves tomorrow's product for you.

Clinton Serves the CONFECTIONERY Industry

Clinton corn syrup, dextrose and starch can help you attain the edge you need in this highly competitive industry. Consult your Clinton salesman. He will provide product information, arrange for prompt technical service, or assist you in any way possible.

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Incomparably
Superior...

FLAVOR
COMPOUND
No. 29584

aspberry
IMITATION

You'll seek far and wide before finding another raspberry flavor quite the equal of this delicious specialty. Words cannot adequately describe its remarkable fidelity nor its exquisite bouquet. But samples and comparison tests in hard candies, fondant creams, pectin jellies or gelatin desserts can demonstrate and prove its superiority as a flavor. We'll be happy, therefore, to send you, upon request, FREE test samples of FLAVOR COMPOUND No. 29584 RASPBERRY IMITATION.



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A FIRST NAME IN FLAVORS SINCE 1871

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Branch Offices and *Stocks: Atlanta, Ga., Boston, Mass., *Chicago, Ill., Cincinnati, Ohio, Greensboro, N. C., *Los Angeles, Cal., Philadelphia, Pa., San Francisco, Cal., St. Louis, Mo., Montreal and *Toronto, Canada; *Mexico, D. F. and *Buenos Aires, Argentina. Factories: Clifton, N. J. and Buenos Aires, Argentina.



Both of these bars are

This bar made with regular corn syrup

Same formula, same age, identical in every way with the bar on the right. Only difference—this bar made with regular corn syrup. Notice how dry; how hard it is to slice with knife.



...cut a slice and *See...Feel...Taste* the



SEE the difference

in smoother texture! Easier-handling Sweetose makes possible a finer, tenderer texture. Improves the over-all appearance of your bars.



FEEL the difference

in moist freshness! Sweetose assures controlled moisture balance no matter what the humidity or climate. The result? Bars that remain fresh—never too dry—even after months on shelves.



TASTE the difference

in Quality and Flavor! Enhanced eating qualities, plus flavor that retains its deliciousness with never a hint of staleness, are two important characteristics Sweetose can give to your bars.

re 6 months old, but...

This bar made with Sweetose

Same formula, aged same length of time. Only change is in syrup. This bar is made with Sweetose. But what a difference! Notice how easily knife glides through this bar.

ste the difference Sweetose makes!

Prove to yourself that bars, Your Bars, when made with Sweetose, Staley's enzyme-converted corn syrup, look better—taste better—have far, far longer shelf life!

Truly, here's a test with results so amazing it's hard to believe until you've made the test yourself. And you can. For your Staley Representative will supply you with the simple instructions and Sweetose necessary to make this test—right in your own plant.

Then, cut a slice and see, feel, taste the difference Sweetose makes. See the difference in finer, tenderer texture—richer, more appetizing appearance. Now, feel the difference in freshness. That's because the narrow humectant range of Sweetose keeps moisture balance through a wide range of humidities and temperatures. And next, taste the difference in flavor. Customer-winning flavor that's still delicious, without a trace of staleness—even after many months of storage.

Make this eye-opening demonstration. Discover how the all-weather humectant properties of Sweetose can condition your bars to resist changing climatic conditions. Discover, too, how you can cash in on improved quality and longer shelf life, and *decidedly* cut sweetener costs besides. See your Staley Representative or write to:



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Sweetose®
THE ORIGINAL ENZYME-CONVERTED CORN SYRUP

Your future factory

BY V. P. VICTOR, M.E., P.E.
Consulting Engineer, New York City

This twenty page booklet is a reprint of the five part article that appeared in *The Manufacturing Confectioner* earlier this year. Mr. Victor has had considerable experience in candy machinery design, process development and factory layout. Chapters in this book include . . .

Financial Planning
Plant Essentials
Preliminary Plant Layout
Project Organization
Process Design
Production Line
Materials Handling
Building and Structure
Mechanical Work
Electrical Work
Contracting
Erection

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The Manufacturing Confectioner Pub. Co.
418 N. Austin Blvd.
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Please send me Your Future Factory by Victor P. Victor. I am enclosing \$2.00.

Name Position
Company
Street
City Zone State

How to evaluate retail candy store locations

Are you really aware that each time you sign a new lease you are, in effect, stating that your present site allows the highest business volume at the lowest investment? Have you wondered about shopping centers and the move away from downtown to outlying districts? Did you ever think about the fact that the shoe repair shop next to you might not be helping your business?

A retailer must carefully plan the location of his store—and, as obvious as that statement seems, there are many retail confectioners who are not fully aware of its significance.

Richard L. Nelson, a real estate economist, has written a book called "The Selection of Retail Locations" which, as a comprehensive study of site selection and business volume estimating, ought to be a help to retailers who are truly concerned about the effectiveness of their locations.

This is a "how to do it" book with a good 30 pages of the appendix devoted to a "Retail Location Checklist" which shows the way to grade different locations according to growth potential, transportation facilities and neighboring businesses. A great deal of it has application to retail confectioners.

For example, the theory of compatibility, which Mr. Nelson introduces in this book, shows that in a large shopping center (including major outlying shopping districts and the downtown center of medium-sized cities) a drug store is moderately compatible with a candy shop but a drive-in eating place would be deleterious to the business of the candy shop. A series of tables illustrate the theory and are of distinct advantage in determining how various types of retail outlets have beneficial, neutral or negative effects on each other.

Some of the book is obviously meant for chain stores or large department stores and others who can afford the time and money necessary for detailed research. There is no reason, however, why the small businessman cannot recognize that, "Today we are in the midst of new trends which make it necessary that all locations be analyzed and reanalyzed by . . . retailers . . . every time a lease expires. They cannot assume that yesterday's site is the best one today."

The book is available from the publisher, F. W. Dodge Corp., 118 West 40th Street, New York 18, N. Y., and appears to be well worth the nine dollar purchase price.

Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

Assorted Chocolates up to \$1.15

Code 3A9 Assorted Miniature Chocolates 1 lb.—89¢

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good

Box: Two layer type, yellow glazed paper top printed in brown, white and pink. Imprint of pieces in colors. Cellulose wrapper. Outside white paper wrapper printed in colors and tied with green grass ribbon.

Appearance of Box on Opening: Good

Number of Pieces: 70

Foiled Pieces: 2

Panned Nut Toffies: 2

Coating: Light

Color: Good

Gloss: Good

Strings: Fair

Taste: Good for this priced chocolates.

Centers:

Pink Cream: Could not identify flavor

Dark Cream: No flavor

Vanilla Cream: Good

Orange Cream: Good

Pink Jelly: Could not identify flavor

Jelly & Cream: Lacked flavor

Caramel: Hard and tough

Jelly: Could not identify flavor

Chocolate Cream: Good

Foiled Mint Creams: Good

Panned Nut Toffies: Good

Assortment: Poor

Remarks: Suggest some hard and chewy centers be added to improve the assortment. Flavors need checking up in most of the creams and jellies. Box contained too many creams.

Code 3C9 Assorted Chocolates 7½ ozs.—39¢

(Purchased in a chain drug store, Chicago, Ill.)

Appearance of Package: Good for this priced package

Box: White folding tray printed in brown. Cellulose wrapper.

Number of Pieces:

Milk Coated: 7

Dark Coated: 12

Dark & Milk Chocolate Coatings:

Colors: Good

Gloss: Good

Strings: Good

Taste: Good

Dark Coated Centers:

Strawberry Cream: Good

Vanilla Cream & Jelly: Good

Cherry Cream: Good

Orange Cream: Good

Mallow Fudge: Good

Vanilla Cream: Good

Coconut Cream: Good

Milk Chocolate Centers:

Strawberry Cream: Good

Chocolate Cream: Good

Chocolate Nougat: Good

Vanilla Caramel: Good

Assortment: See remarks.

Remarks: Suggest a few hard and chewy centers be added to improve the assortment and raise the price to 49¢.

Code 3D9 Chocolate Coated Caramel Pecan Candies 12 ozs.—98¢

(Purchased in a chain drug store, Chicago, Ill.)

Appearance of Package: Good

Box: White box, two layer type, printed in brown and blue. Imprint of pieces on top in color. Cellulose wrapper.

Appearance of Box on Opening: Good.

Pieces are packed in a cardboard crate.

Number of Pieces: 18

Coating: Light

Color: Good

Gloss: Fair

Taste: Good

Center:

Caramel: Good

Pecans: Good

Remarks: One of the best pieces of this kind we have examined for some time. Cheaply priced at 98¢. Neatly packed and attractive box top.

Code 3B9 Milk Chocolates 1 lb.—65¢

(Purchased in a chain grocery store, Fairhaven, N. J.)

Appearance of Package: Good

Candy Clinic Schedule For the Year

JANUARY—Holiday Packages; Hard Candies

FEBRUARY—Chewy Candies; Caramels; Brittles

MARCH—Assorted Chocolates up to \$1.15

APRIL—\$1.20 and up Chocolates; Chocolate Bars

MAY—Easter Candies; Cordial Cherries

JUNE—Marshmallows; Fudge

AUGUST—Summer Candies

SEPTEMBER—Uncoated & Summer Coated Bars

OCTOBER—Salted Nuts; Gums & Jellies

NOVEMBER—Panned Goods; 1¢ Pieces

DECEMBER—Best Packages and Items of Each Type Considered During the Year.

Container: Two layer type box, full telescope. Red printed in white, yellow and brown. Imprint of chocolates on top and sides. Cellulose wrapper. Appearance of Box on Opening: Good

Number of Pieces: 28

Cellulose Wrapped Vanilla Marshmallow Caramels: 2

Coating: Milk

Color: Good

Gloss: Good

Strings: Good

Taste: Good

Centers:

Pink Cream: Could not identify flavor

Chocolate Caramel: Fair

Jelly: Could not identify flavor; either raspberry or strawberry

Vanilla Caramel: Good

Nougat: Good

Vanilla Cream: Good

Mint Cream: Good

Dark Cream: Could not identify flavor

Raisin Cluster: Good

Brazils: Very strong taste

Kernel Paste: Good

Dates: Good

Almonds: Good

Wrapped Caramels: Good

Assortment: Fair

Remarks: Suggest some of the flavors be checked as they are not up to standard. Brazils had a rancid taste. Suggest a few hard and chewy pieces be added to improve the assortment.

Code 3E9

Chocolate Covered Marshmallows 6 1/4 ozs.—49¢

(Purchased in a railroad station, Chicago, Ill.)

Box: Folding box printed in orange, brown and white. Small window on the top.

Marshmallows:

Coating: Dark: Good

Center:

Color: Good

Texture: Fair

Taste: Lacked a good vanilla flavor

Remarks: Center is not up to the standard of other marshmallows in this price field.

Code 3F9

Chocolate Covered Orange Creams 1/2 lb.—59¢

(Purchased in a railroad station, Chicago, Ill.)

Appearance of Package: Good for this type of package

Container: Dark brown colored tray, acetate top, white paper seal inside printed in brown and orange.

Creams:

Coating: Dark: Good

Center: Orange cream and vanilla caramel

Color: Good

Texture: Good

Flavor: Good

Remarks: A good eating piece and well made.

Code 3G9

Chocolate Mint Creams 1/2 lb.—59¢

(Purchased in a railroad station, Chicago, Ill.)

Appearance of Package: Good

Box: One layer type, acetate top. White paper inside printed in green and brown.

Creams:

Coating: Dark: Good

Center: Center is a peppermint cream and peppermint paste.

Colors: Good

Texture: Good

Mint Flavor: Good

Remarks: A good eating chocolate mint but a little high in price.

Code 3H9

Chocolate Mint Roll 1 1/2 ozs.—10¢

(Purchased in a retail drug store, Oak Park, Ill.)

Appearance of Package: Good

Size: Good

Wrapper: Green foil inside wrapper. White paper outside band, printed in red, green and brown. Imprint of mints in color.

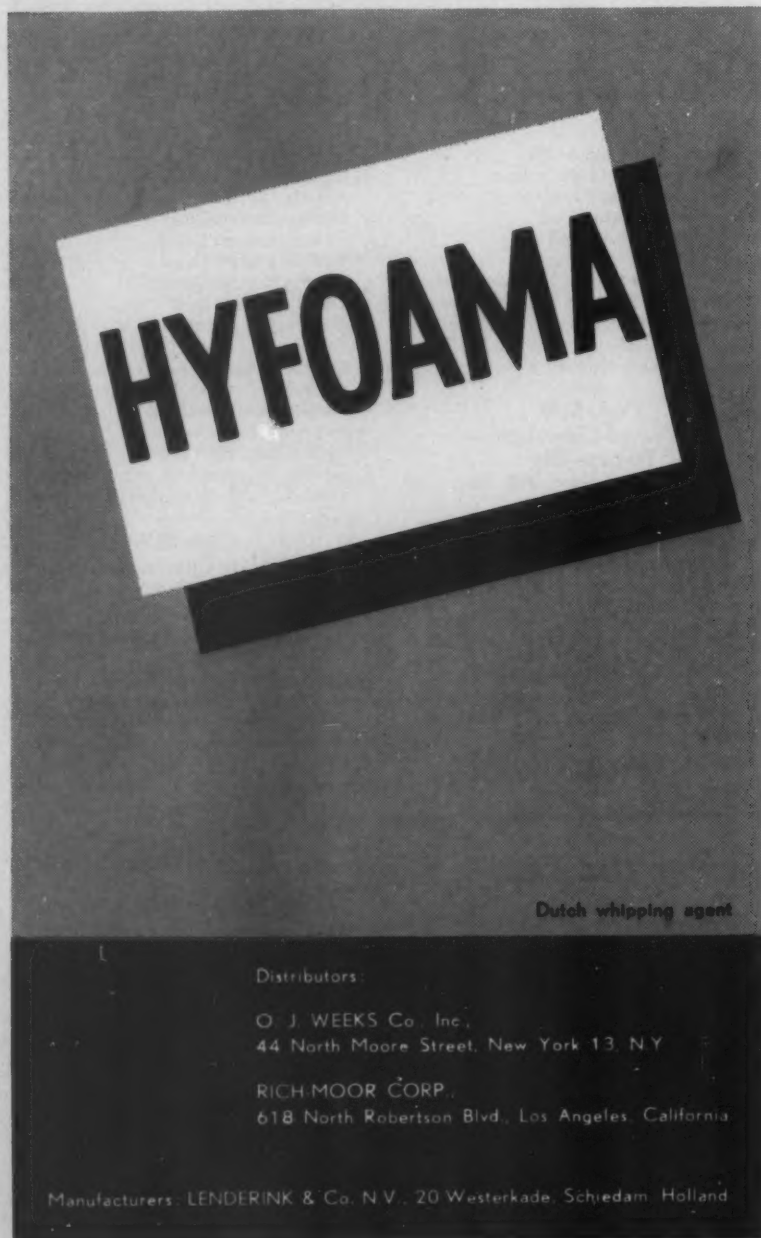
Piece: Piece is a shell piece with peppermint cream center.

Coating: Good

Center: Good

Mint Flavor: Good

Remarks: Neat and attractive wrapper. A good eating mint piece.



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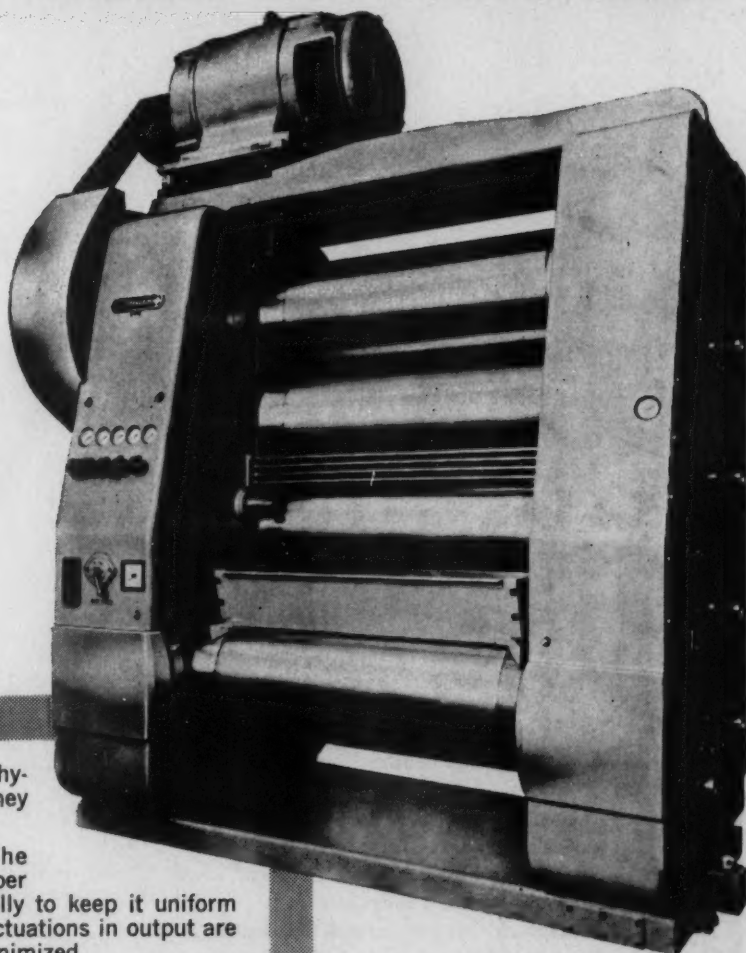
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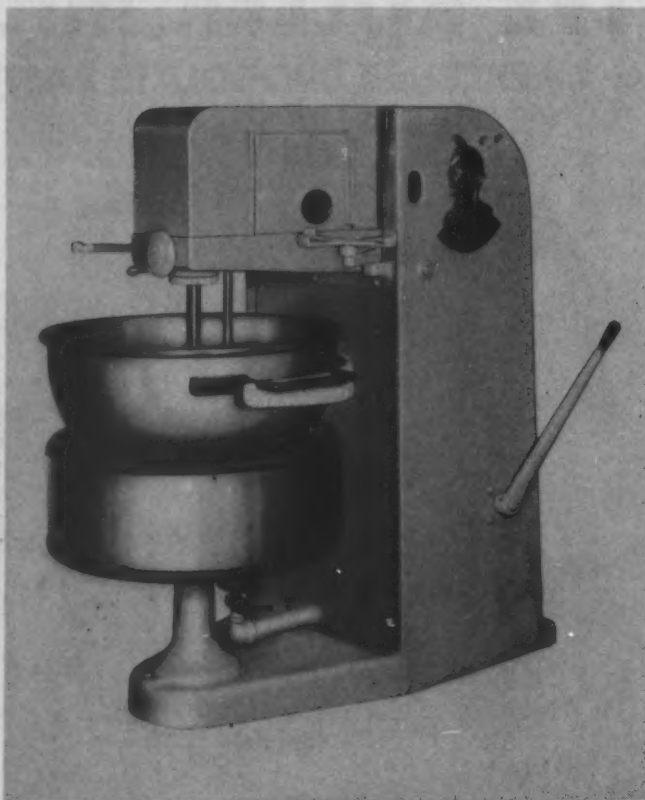


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FOR
LITERATURE**

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Thermostatic Gas Control—Variable Speed



The Savage Latest Fire Mixer, Model S-48, is Streamlined and Sanitary and has many new features and conveniences:

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You can save labor and obtain uniform batches by setting the thermostat for degree cook desired. It cooks and mixes batches of caramel, peanut brittle, peanut candies, fudge, nougat, gum work, and with double action agitator is ideal for coconut candies and heavy batches.

Your inquiry invited

SAVAGE BROTHERS COMPANY

2638 Gladys Ave.

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Code 319

Mint Bar

¾ ozs.—10¢

(Purchased in a railroad station, Chicago, Ill.)

Appearance of Bar: Good

Size: Small for a 10¢ seller.

Wrapper: Foil, printed in blue, white and green.

Bar:

Coating: Light: Good

Center: Center is a chocolate paste.

Color: Good

Texture: Good

Mint Flavor: Good

Remarks: A good eating bar of this type but highly priced at 7/8 oz. for 10¢.

Code 3J9

Chocolate Covered Cream Mints

13 ozs.—43¢

(Purchased in a chain drug store, Chicago, Ill.)

Appearance of Package: Good

Box: Oblong shaped box printed in green, yellow and white. Cut out top. Imprint of mints in colors. Cellulose wrapper.

Mints:

Coating: Dark: Good for this priced mint.

Center:

Color: Poor; muddy looking.

Texture: Good

Mint Flavor: Fair

Remarks: Mints are not up to the standard of other mints we have examined in this price field.



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- **Appearances:** Because it's made by an exclusive BURRELL process, it meets the most exacting sanitary requirements, 100% oil and grease proof.
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- Feed Belts
- Wire Belting
- Batch Roller Belts
- Bottomer Belts
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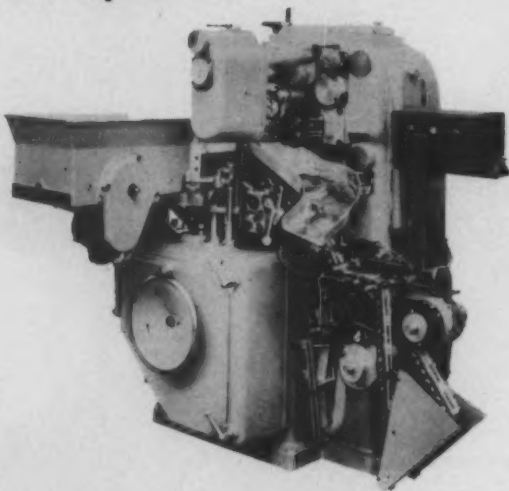
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**For high speed, fully automatic
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Speeds can be
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per minute ac-
cording to type
wrap.



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BENEDICT R. MARFUGGI, Vice President - Sales Manager



Mr. Von Fircks (Zentralfachschule) demonstrates the processing of light fruit caramels on the cut-and-wrap machine.

Technical school for candymaking in Germany

by STANLEY E. ALLURED
editor

One of the very few outstanding trade schools in the world for the teaching of candymaking and candy technology is the Zentralfachschule der Deutschen Susswarenwirtschaft at Solingen-Grafrath, Germany. It might be translated to Central Technical School for the Candy Industry.

This school does quite a complete job of full time instruction in candymaking and technology, giving diplomas for work completed in two or more years. Of particular interest, perhaps, in the United States, is the series of "short courses" that are given from time to time on specific subjects. These are usually in the nature of a refresher course for the superintendent and foreman to bring him up-to-date on the trends of raw material usage and machinery techniques.

These courses are usually from three to five days in length, and comprise all day sessions with both lectures and demonstrations. Courses held in 1958 covered the subjects pan work, toffees and caramels, hard candies, biscuits and wafers, chocolate candies and aerated candies.

An example of the way in which these courses

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Color is the first overture your product makes to a prospect. Is that color as *inviting* as it could be? Does your color help make as many sales as it should? Stange color technicians can *create* the color you desire . . . and produce it with scientific precision each time you reorder. The Wm. J. Stange Co. Laboratories and Technical Staff will gladly assist you in capitalizing on all the stimulation that *color* can bring to your products. Consult your Stange representative or write.



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1 Carey Triple Mill
2 5 Roll Refiners
1 500 and 1000-lb Day D.A. Mixer

Enrobing Department

2 Racine 500-lb Choc. Kettles
3 Wolf Coaters, 62" wide with Wizard Peanut Feeders
1 16" N.E. Enrober

Pan Department

13 38" Pans
600 Pan Trays with Dollies

Hard Candy Department

1 Simplex Steam Cooker & Pre-cook Kettle
6x8 Mills Drop Frame with 7 Sets of Rollers
Brach Cutter with three-way conveyor
2 Pullers (1 form—4 Hildreth)
3 x 8 Slabs 2 x 4 Drop Frame

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10,000 Starch Trays with Starch
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Mr. Valk (Lenderink & Co., N.V., Holland) explains the advantages of pressure beating.

are handled is the one held April 14-16 on aerated candies. Forty six students from eight countries attended this three day course. Two instructors from the school and several technicians from supplying industries provided the lectures and demonstrations.

On the first day the principal of the school opened the course, followed by Mr. Liepe, an instructor, who gave a general talk on the various confections in which aeration plays a part, and included several demonstrations. In the afternoon, Messrs. Wildemuth and Kummer from Milei-Werke in Stuttgart talked about their product "Schaumfest" in the production of the very light, coated foam article Angelkisses, and showed the techniques for its use. After this demonstration, Dr. Baron of Merck-Darmstadt lectured on the use of sorbitol as a humectant for aerated goods.

The second day of the course, Mr. Mansvelt from Lenderink & Co. of Holland, gave an illustrated lecture on the physical and chemical background of foam production and about the various machines used for the production of aerated candies. The remainder of the day was devoted to demonstrations. Mr. Valk, also connected with Lenderink, showed the effects of aeration on the texture of a wide variety of candies.

On the third day Mr. Mansvelt gave the second part of his talk in which he covered the various types of pressure beaters, particularly the continuous beaters. Mr. Valk demonstrated the pressure beating principles with the Morton Pressure Beater, a batch machine. The instruction was completed with a demonstration of the use of sorbitol in aerated goods by Mr. Volker from the Deutsche Maizena Werke in Hamburg.

This type of course is made possible by the large amount of special confectionery machinery available in the school for demonstration purposes. The lecturers are thereby able to make and finish off practically any type of candy, in almost any fashion. The various lectures are obviously made far more valuable by demonstrations of techniques and processing steps.

Technical Literature

The Food and Drug Inspector Looks at Plant Sanitation

K. Lenington, *Jour. A. O. A. C.*, Vol. 41, No. 2 (1958)

A 4½ page article in which the law defining adulteration is stated and followed by detailing the tasks confronting the inspector on his visits to food plants.

A Study of Some Methods for Determining Water in Refined Sugars, Including the newly developed Cobaltous Bromide Method

S. D. Gardiner, H. J. Keyte, *The Analyst*, Vol. 83, No. 984 (1958)

The absorption of cobaltous bromide solution by refined sugar crystals, with or without grinding, is used as a method of determining total water and surface water, respectively. Comparison is made with water vacuum-distillation methods.

Determination of Water in Granulated Sugar

S. Hill, A. G. R. Dobbs, *The Analyst*, Vol. 83, No. 984 (1958)

Water in granulated sugar can be determined by grinding and drying the sample in a vacuum. Steel balls are used to grind the sample to a fineness of 3500 sq. cm. per gram and drying is done at 60° C. for 15 hours. The water vapor evolved is collected and measured by observing the pressure exerted by it in a known volume. Tests have shown that the water in granulated sugar, usually about 0.04%, can be determined with a coefficient of variation of less than 1%. Comparisons have been made with other methods and the distribution of water between the surface and the interior of sugar crystals have been investigated.

Pineapple Juice Powder

G. K. Notter, D. H. Taylor, J. R. Brekke *Food Tech.*, Vol. 12, No. 7 (1958)

A good quality product has been made from commercial concentrate by drying at 150° F. under vacuum. The powder has been packaged with an in-package desiccant. Addition of sulfur dioxide protected the flavor of powders stored at 90° F. No preservative was needed for storage at 70° to 77° F.

Method for Determining the Sub-Sieve Particle Size Distribution of Pulverized Sugar.

C. E. Kean, *Food Research*, Vol. 23, No. 6 (1958)

The Andreasen pipette sedimentation method for the determination of particle size distribution in the sub-sieve range has been adapted for use on pulverized sugar. The critical dispersion medium developed for this method consists of isopropyl alcohol saturated with sucrose and containing 0.2% of a dispersing agent such as Twitchell 8240. The procedure described gives accurate

reproducible results when determining particle size distribution of pulverized sugar in the 16 micron diameter and larger size range. Starch-free pulverized sugars as well as those containing up to 8% starch have been successfully analysed.

Composition of Polyoxyethylene (8) Stearate

R. L. Birkmeier, J. D. Brandner, *Jour. Agr. & Food Chem.*, Vol. 6, No. 6 (1958)

The composition of this chemical compound was investigated to determine its safety as a food additive.

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Relation of Sample Size and Temperature to Volumetric Expansion of Popcorn

W. I. Thomas, *Food Tech.*, Vol. 12, No. 10 (1958)

When popping small samples the proportioning pyrometer seemed to be more sensitive than the thermostat in controlling popper temperatures. Less scorching of the corn at high temperatures occurred when the heat was controlled with the pyrometer. Optimum temperature for maximum popping volume varies depending upon the size of the sample. As size of sample increased, higher temperatures were required. Temperature of the popper was most critical in getting maximum volume from small size samples.

Toxicological Studies on Sesamol

A. M. Ambrose, A. J. Cox, Jr., F. De Eds, *Jour. Agr. & Food Chem.*, Vol. 6, No. 8 (1958)

Sesamol, a constituent of sesame oil, has anti-oxidant properties, and can be produced commercially now. Extensive investigation has shown it is non-irritant to the skin and causes no skin sensitization. Long term feeding to rats showed no ill effects on growth, mortality or blood morphology. A total of 20 proliferative

lesions occurred in 134 rats fed sesamol of which 16 were benign, 2 malignant and 2 questionable.

The Manufacture of Marshmallows

Simon I. Leon, *Food*, Vol. 27, No. 322 (1958)

This four and one-quarter page article gives general and specific instruction on the preparation of many marshmallow candies and preparations. Many detailed formulas are included.

Coloring Water-Base Foods with B-Carotene

R. H. Bunnel, W. Driscoll, J. C. Bauernfeind, *Food Tech.*, Vol. 12, No. 10 (1958)

This product is highly acceptable for coloring of juices, dairy products, baked goods, desserts, and types of candy such as gum drops.

Viscosities of Sucrose Solutions at Various Temperatures: Tables of Recalculated Values

J. F. Swindells, C. F. Snyder, R. C. Hardy and P. E. Golden. *Supplement to National Bureau of Standards Circular 440*, July 31, 1958.

These tables have been recalculated on the new value of 1.0020 centipoises, the absolute viscosity of water

at 20°C, which was redetermined in an experimental program carried out at the National Bureau of Standards. The present tables use more precise values obtained for the calibration constants of the viscometers used in the original measurements of sucrose solutions upon which the tables were largely based.

Report on Reducing Sugars

E. J. McDonald, *Jour. A. O. A. C.*, Vol. 41, No. 3 (1958)

Data presented show that determination of reducing sugars is more accurate when refractometer or Brix spindle is used. The vacuum drying method gives higher figures.

Flavor Research and Food Acceptance

Sponsored by Arthur D. Little, Inc., 391 pages, Reinhold Publishing Corp., 430 Park Ave., New York 22, N. Y. 1958. Price \$10.00.

This book is essentially a compilation of papers presented at the four symposia sponsored by the Little Company. The papers have been carefully arranged to make an instructive and interesting text. The five main sections are in logical order and have been ingeniously knit into the complete unit. This is no



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mean achievement as papers presented by some 38 authors are involved. From (1) Physiological and Psychological Aspects, (2) Laboratory Flavor Testing, (3) Consumer Product Testing, (4) Specific Applications of Product Testing in Industry, to (5) Physicochemical Research, much food for thought is offered.

Flavor is of importance to the food manufacturer in obtaining consumer acceptance of his products. Much difficulty has been encountered in the past in making an appraisal of this important attribute of foods. Further, judgements as to what the consumer will buy have been very much "hit or miss". This book offers a scientific approach to the marketability of foods with considerable stress on the flavor component.

Flavor has been the subject of much research for years and years and while many of the other constituents of foods have been thoroughly studied, flavor, by its very nature, has resisted systematic investigation. Gradually, researchers have found various avenues of approach to this perplexing problem: it is possible that electrophysiological and biochemical means, while extremely difficult, may eventually lead to a greater knowledge of food flavors. The human body is a complex organism

and the behavioral 'wisdom of the body' is a well-known idiosyncrasy.

Certain methods commonly associated or accepted as difference tests which are of value in the flavor control of quality are discussed and applications are given. The analytical descriptive procedure for flavor evaluation, known as the flavor profile and utilized mainly as a guide towards a given objective, and serving as a practical tool for product control is presented. Scoring and ranking tests and time-intensity studies are shown to be of value, e.g., the flavor of a chewing gum is cited as undergoing noticeable improvement as a result of checking the time and intensity curves. Odor and taste transfer testing has been shown to be of decided benefit with regard to storage or shelf-life studies on food items.

Today, products of the food manufacturer must be attuned to a fast changing world. A discussion of the six consumer testing techniques presently widely used should be of immense value to market research departments. In addition but along similar lines of thought a seven point guide to help you keep a step ahead of competition provides an unexpected dividend.

Case histories usually make for instructive but not always interest-

ing reading. To this reviewer's mind, the development of a new product, a bakery item, as reported by a large milling company, is extremely interesting, instructive and applicable to developmental projects in other food lines.

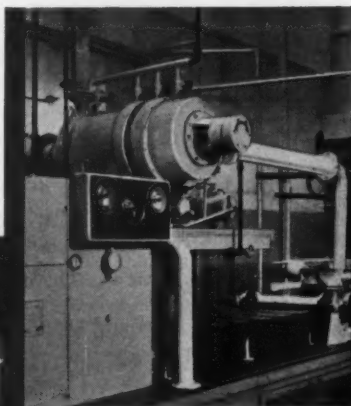
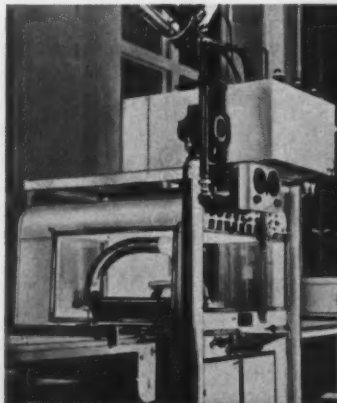
The papers dealing with Physicochemical Approaches to the Study of Flavor, those on Strawberry and Citrus Flavor, although necessarily having to do with complex organic compounds, are very clearly written and delineate the steps required in identifying or determining the various components of some natural fruit flavors.

A remarkable summation by Dr. Haagen-Smit is the final chapter of this book. This briefly tells of past work, present status and future needs in problems of food flavor studies. He states, "Unfortunately there is no objective method for analysing flavor components," and "With very few exceptions, the most common flavors still are not reproducible." There is so much of value in this text which may be utilized in the confectionery field, that a copy should be in the hands of some one in authoritative position in every company, who will make sure that the information given will be applied.

the end

Type TA XIII

Capacities from 550 to 1300 lbs./h. The picture below shows the tempering machine installed on a Coater.



Type TA III

Capacities from 1100 to 4400 lbs./h. The tempering machine shown above is installed on a fully automatic Moulding Installation.

Fully automatic Tempering Machines Types TA III & TA XIII

Ideal design of cooling, mixing, heating and stabilizing sections to obtain a well-tempered chocolate of just the monomolecular crystallization giving a glossy product of long shelf life.

Economic operation with low water consumption.

No attention required when set for continuous operation.

Easy installation immediately where tempering of chocolate is required, eliminating loss of tempering in long pipe lines.

Separate location of control panels.



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NEWSMAKERS

Hobart J. Thurber Company has appointed **Dale R. Anderson** to its sales staff. Mr. Anderson was most recently with Swift and Company and prior to that was assistant chief chemist of Eckhart Milling Company.

Clinton Corn Processing Company has appointed **George B. Redmond** to the newly created position of manager, industrial sales.

Eastern Marketing Associates is the name of a new brokerage firm founded by **Harold Bush** and **Vincent Detrano**. Located in Trenton, New Jersey the firm will offer bulk ingredients, packaging materials and specialties to confectionery manufacturers in New Jersey, New York and Eastern Pennsylvania. Mr. Bush, president, was sales manager for the food and confectionery division of Magnus, Mabee & Reynard for the past three years. Mr. Detrano, vice president and technical director of the new brokerage firm, has most recently been employed as production executive at Henry Heide, Inc. The firm's offices are in the Broad Street Bank Building in Trenton and a laboratory will be operated near Union City, New Jersey.

Ruth Kitchen has retired from her position as advertising manager for **Dodge & Olcott, Inc.** Miss Kitchen will continue to serve the company as an advertising consultant and will edit the company's house organ from her home.

The 50th annual convention of the **Flavor and Extract Manufacturers' Association** will be held May 10th to 13th in New York City. **Robert Krone**, **Fritzsche Brothers, Inc.**, chairman of the convention committee, has announced that this Golden Anniversary Convention will be the most important F.E.M.A. convention ever held. Business sessions will take up the questions of food additives, vanilla research and other important problems. Convention headquarters will be at the Hotel Roosevelt.

Hugh Haley Ector has been named assistant branch manager of the Atlanta office of **A. E. Staley Manufacturing Company**.

Fred J. Hope, a research chemist with **H. Kohnstamm & Co.**, has been elected a National Counselor of the American Chemical Society representing the New York Sections. Mr. Hope has been with the company since 1926.

Walter Roth, former field sales manager of **Blumen-**

thal Bros., will take over confectionery sales in the Chicago metropolitan area.

Joe Raffetto has been named vice president in charge of sales of the **Hansella Machinery Corporation**, and has also been elected a director. He has been selling candy equipment for fifteen years, the last five for Hansella.

Robert Krone, manager of **Fritzsche Brothers, Inc.** Flavor Sales Division, has completed 25 years' service with the firm and thereby earned membership in their Quarter-of-a-Century Club. The company also reports that **Dr. Ernest Guenther**, vice president and technical director, has started out on a three month's trip through Central and South America. Dr. Guenther's experiences will be reported as before through the pictorial *Guenther Reports* issued by Fritzsche Brothers.

The **Walter Baker** unit of General Foods Corp. has appointed two new bulk chocolate brokers. They are **Johnson-Allendorfer** of Omaha covering Nebraska, and **Donelson, Poston & Harding** of Memphis covering that area in Tennessee.

Refined Syrups & Sugars has appointed **Dr. Kathryn Langwill** director of research. Dr. Langwill joined the company in June, 1958 as assistant director of research.

The Paris office of **Hansella Machinery Corp.** has changed its address to 9, rue Boissy-d'Anglas, (8eme).

Milprint, Inc. has named **Adolph Miller** director of research and development. Mr. Miller will be responsible for basic research done at the company's headquarters in Milwaukee and for development activities in Milprint's eight production plants.

William W. Hodgson has joined **Western Condensing Company** as eastern district manager of the Food Products Division. Mr. Hodgson's previous experience has been in the food product and ingredient sales field and includes several years' service with Proctor and Gamble.

Clinton Corn Processing Company has named **Roy L. Cremer, Jr.** to the position of district manager in charge of their new office in St. Louis.

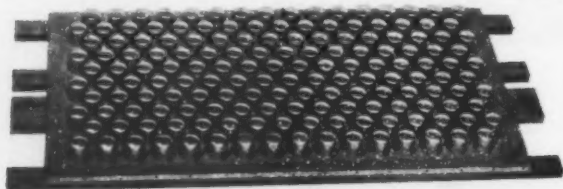
R. D. Webb & Co. has announced that **Harlan R. Wolfe** has been appointed to their Chicago sales staff.

Thomas Duff has returned to **American Visrose Corp.** after two years of duty as an officer in the U.S. Army. He will be sales service manager for the New York district.

Warner-Jenkinson Mfg. Company has announced the appointment of four new salesmen, **Bryan Rice** in Milwaukee, **Walter Stanger** in Minneapolis, **Jay Scoggins** in Virginia and **Charles George** who will operate out of the company's Los Angeles office.

Dr. R. E. Greenfield will retire from his position as vice-president of manufacturing at **A. E. Staley Mfg. Co.** on March 1. He joined the company 33 years ago as a research chemist and was appointed vice president in charge of manufacturing in 1951.

Otto Haensel Jr., G.M.B.H., West Germany, has opened an office at 60 East 42nd Street, New York City. **Hans Kruse**, who has been located in Chicago, will be at the New York office.



ALUMINUM CANDY MOULD PATTERNS

for use with mogul starch equipment

We are now making aluminum moulds for the new staggered pump bars.

CINCINNATI ALUMINUM MOULD CO.

Dept. M, 1834 Dana Ave., Cincinnati 7, Ohio

Your Key to Better Flavors

KEY BRAND*

- OIL OF ORANGE cold pressed U.S.P.
- OIL OF LEMON CALIF. cold pressed U.S.P.
- OIL OF GRAPEFRUIT cold pressed
- OIL OF LIME, distilled & expressed
- OIL OF MANDARIN cold pressed (TANGERINE)
- TERPENELESS & CONCENTRATED OILS

Achieve new, original taste effects by blending Key Brand Essential Oils. Key Brand Terpeneless Oils and Concentrated Oils for greater strength and improved solubility.

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*Reg. U. S.
Pat. Off.

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FLAVORS



ESSENTIAL OILS
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**225 Pops Formed & Wrapped
Per Minute**

Low labor cost pop operation—one operator does work of 4 people.

The wrapped pops go right through for cooling, then packing.

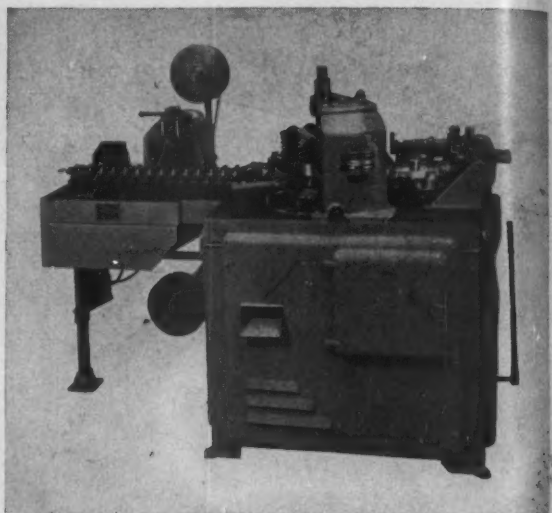
There is no handling, chipping, breaking, etc.—

Die pop is free of fins—eliminating scrap.

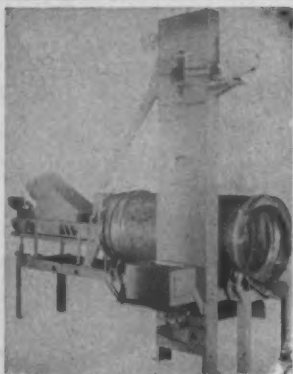
Positive stick insertion—all straight and true.

Weight of pop is variable without change of dies.

Sandwich wrap saves up to 50% of other type wraps.



**LATINI DIE POP MACHINE
WITH CONTINUOUS WRAPPING ATTACHMENT**



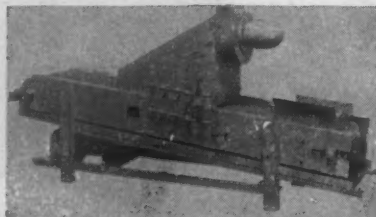
THE LATINI SUGAR SANDING SYSTEM

Latini Sander and Supplementary Steamer

MODERN

SANITARY

PRODUCTIVE

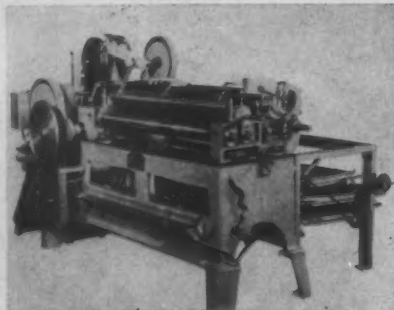


Guaranteed to properly sand the full output of a mogull

Enlarged steaming chamber.

Non-corrosive metals wherever steam and sugar meet.

Supplementary steaming brings out the natural brilliancy of sugar crystals and forms a protective film simulating crystallized candies.

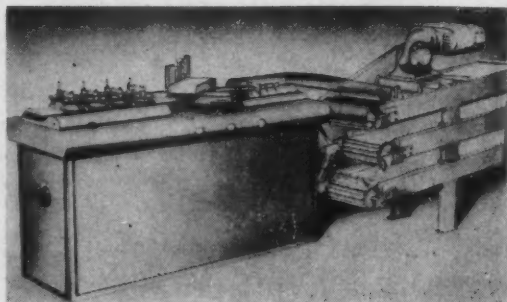


Hohberger Continuous Ball Machine

Sunbeam Starlights with stripes brought down to center — — — —

All rollers cut through for smoother performance on wrapping equipment.

Productive—23 strokes per minute on 40" long forming rollers.



M.F.P. Stick-Master patent pending

New Style—Twister, Cutter & Straightener
Flexible—satisfies all lengths and diameters

Productive—Up to 1500 inches per minute

Sanitary—Stainless steel finish—Candy always in sight

John Sheffman, Inc.

152 West 42 Street

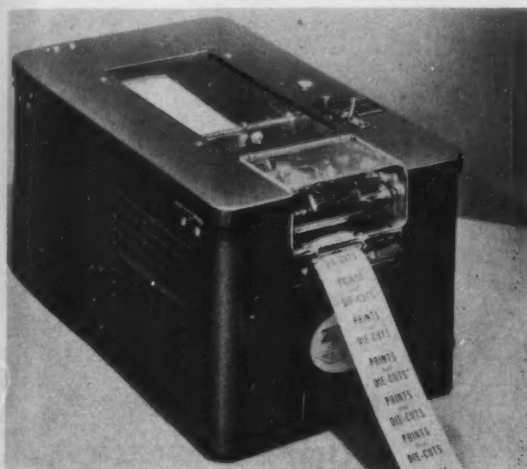
New York 36, N. Y.

48 — The Manufacturing Confectioner

New Products

A free booklet entitled "100 Suggestions for Convention and Trade Show Exhibitors" is now available. A check list geared to help exhibitors remember details and avoid problems, the booklet contains suggestions on converting booth visits into sales. Pointers on show evaluation, cost factors, building, staffing, dismantling and shipping the booth, sales presentations and general exhibit planning are given.

For further information write: Manpower, Inc., 810 N. Plankinton Avenue, Milwaukee 3, Wisconsin.



An automatic label printer and die cutter has been developed which simultaneously prints, die-cuts and dispenses pressure sensitive labels from any liner mounted roll tape. 110 average size labels can be produced per minute. All labels are ready to use and the special smudge proof ink requires no drying time after printing. Fast, simple adjustments change the size, color or shape of labels and the rubber copy plate can be changed in 30 seconds. The machine is 11" x 18-1/2" x 9" and is available on lease or purchase terms.

For further information write: W. H. Brady Co., 727 W. Glendale Ave., Milwaukee 9, Wisconsin.

A new line of sanitary food handling belts is described in a data sheet available from the manufacturer listing stock sizes and different types. The belts are constructed to prevent edge ravelling, to permit minimum stretch and to allow maximum flexibility under all kinds of operating conditions.

For further information write: Burrell Belting Company, 7501 N. St. Louis Ave., Skokie, Ill.

A new glazed belting has been developed in England in conjunction with British Baking Industry Research Association. It is a polyester-surfaced, polyvinyl chloride film. This is a white, plastic film from .012" to .014" thick, unsupported by any fabric or other material. Used in the form of plaques which are clipped to a carrier belt, this new material is claimed to have an outstanding productive life. The unique limpness makes it an ideal material for plaques. This film is available in standard 32" width, either with a smooth surface or with an embossed pattern. It can also be custom embossed with any particular pattern desired.

For further information write the agents for the U. S. and Canada; Cantab Industries, P.O.B. 54, Station Q, Toronto 7, Ontario, Canada.

ALWAYS AT YOUR SERVICE

In Cocoa Since 1899

EMIL PICK CO.

COCOA BROKERS

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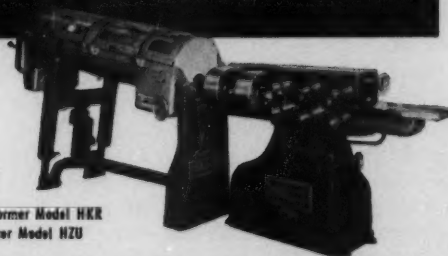
BOWling Green 9-8994

COCOA BEANS - COCOA BUTTER

Cocoa and Chocolate Products

**forms sugar rope
—and sizes it**

AUTOMATICALLY!



Batch Former Model HHR
Rope Sizer Model HZU

Cut costs and speed production of filled candies by automating with the Otto Haensel Junior Batch Former, Rope Sizer machine. This combination unit makes possible, for the first time, automatic forming of filled sugar rope, automatic sizing of rope to a precise diameter and automatically controlled continuous feeding.

Write for full details on this and other confectionery equipment by Otto Haensel Junior that can give you higher production at lower cost.



OTTO HAENSEL MACHINE CO.

60 East 42nd St., New York 17, N. Y.



Sign of highest quality.

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*Corn Syrups
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GENERAL OFFICES

ST. LOUIS, MISSOURI, 721 Pestalozzi Street

Weekend Special!



Chocolate nut bark

BY HERB KNECHTEL

Knechtel Laboratories

Chocolate for bark should be both sweet and have a strong chocolate flavor. I have found the most satisfactory combination of these qualities in a mixture of two types of coatings. My favorite is a combination of $\frac{2}{3}$ milk chocolate for its sweetness and $\frac{1}{3}$ dark for its strong chocolate flavor.

The best nut candies must have salt. In bark this is a real problem, as there is no liquid in which to add it. It can, however, be added in a very tedious but satisfactory manner. After melting the chocolate, eight ounces of fine flour salt per hundred pounds of coating is added and the chocolate stirred continuously for two hours. The very small amount of moisture in the chocolate will finally absorb this salt over this period of time. Any other method gives a grainy texture to the bark.

For those firms that have an enrober, the production of chocolate nut bark can be made a high-

ly efficient operation. The enrober tank is filled in the usual manner, and run until the chocolate is tempered. A quantity is withdrawn into a pan and the pan placed on a bridge placed over the cooling tunnel belt. The enrober is immediately refilled with fresh chocolate from the melting kettle. Nuts are mixed into the pan, and the mixture spooned onto the cooling tunnel belt and spread across it. This is a fast operation and two girls on the feed end and one packing can produce a far greater quantity of nut bark than by any other manner.

The bark will be soft enough at the end of the tunnel to mark and break into regular pieces if this is desirable.

The tempering procedure must be watched closely, as this item will use chocolate considerably faster than the usual coating process, and normal tempering procedures may not be adequate for this accelerated usage.

speed makes the difference!

CARAMELS CUT and WRAPPED EVERY MINUTE



Write for
detailed
brochure.

WITH IDEAL HI-SPEED WRAPPING MACHINE

You can depend on
Ideal to do the job
faster, at less cost, with
maximum efficiency.
That's why Ideal Special
Caramel Wrapping
Equipment is the preferred equip-
ment . . . and it saves
personnel—two operators
are all that are
required for this auto-
matic machine.

Established 1906

IDEAL WRAPPING MACHINE COMPANY

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Confectionery Brokers

G & Z BROKERAGE COMPANY

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Personal service to 188 jobbers,
super-markets and department
stores. Backed by 26 years experi-
ence in the confectionery field. We
call on every account personally
every six weeks. Candy is our busi-
ness.

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Swissvale,
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Confectionery Broker Representing
Manufacturing Confectioners
Since 1925
Territory: Pennsylvania excluding
Philadelphia.

CALENDAR

March 14; Carolina Confectionery Salesmen's Club,
luncheon meeting, S&W Cafeteria, Charlotte, N. C.

March 28; Southwestern Candy Salesman's Asso-
ciation, luncheon meeting, Sammy's Oak Lawn Res-
taurant, Dallas, Texas.

April 4; Kansas City Candy Club, luncheon meeting,
Town House Hotel, Kansas City, Kansas.

April 4; Empire State Candy Club, Silver Anniversary
Dance, Hotel Syracuse, Syracuse, N. Y.

April 5-10; N. A. T. D. Exposition, Hilton Hotel,
Chicago, Illinois.

April 6; Denver Mile Hi Candy Club, breakfast
meeting, Denver Athletic Club, Denver, Colo.

April 6; Confectionery Salesmen's Club of Baltimore,
luncheon meeting, Gannon's Restaurant, Baltimore,
Md.

April 6-9; Premium Show, Navy Pier, Chicago, Illinois.

April 13-17; AMA Package Show, International Am-
phitheatre, Chicago, Ill.

April 23 & 24; Pennsylvania Manufacturing Confec-
tioners' Assn., 13th Annual Production Conference,
Franklin & Marshall College, Lancaster, Pa.

May 10-13; Flavoring Extract Manufacturers, Gold-
en Anniversary Convention, Hotel Roosevelt, New
York, N. Y.

May 17-21; Institute of Food Technologists, conven-
tion, Bellevue-Stratford Hotel, Philadelphia, Pa.

May 22-25; Candy Square Club, Outing, Brown's
Hotel, Loch Sheldrake, New York.

June 4-5; Manufacturing Confectioners Traffic Confer-
ence, semi-annual meeting, Atlanta, Ga.

June 7-11; National Confectioners Assn., Hilton Hotel,
Chicago, Ill.

June 8; AACT, annual meeting, Hilton Hotel, Chicago,
Ill.

June 13-16; M.C.B.A., New York Candy Club Exposi-
tion, Trade Show Bldg., New York, New York.

June 25-28 PMCA, annual Convention, Galen Hall,
Wernersville, Pa.

June 29-July 2; NCSA convention, Concord Hotel,
Lake Kiamesha, N. Y.

July 13-16; Southern Wholesale Confectioners and To-
bacco Association, annual convention, Biltmore Hotel,
Atlanta, Ga.

July 26-30; NCWA, convention, Palmer House, Chi-
cago, Ill.

October 3-8; International Bakers' & Confectioners'
Union, 45th exhibition, London, England.

November 1-4; National Automatic Merchandising As-
sociation, convention and exhibition, Chicago, Ill.

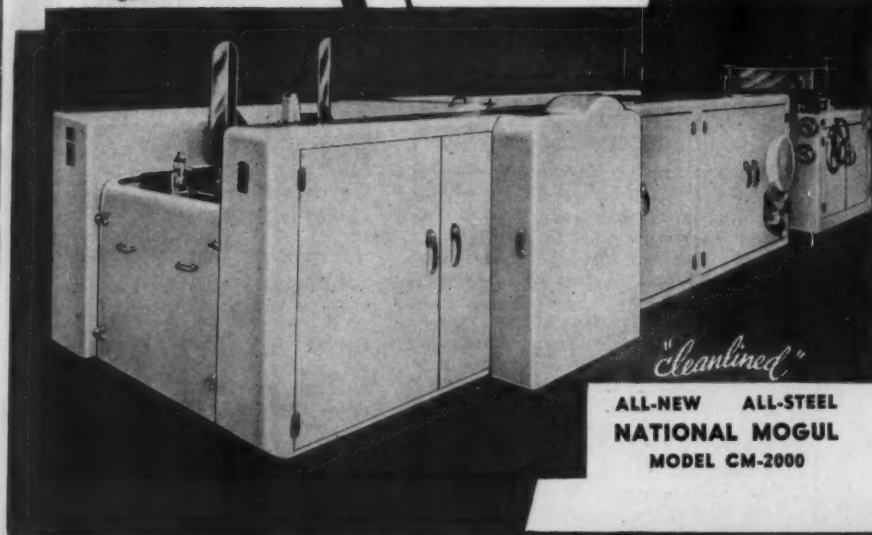
November 3-5; Canadian National Packaging Expo-
sition, Toronto

November 17-20; Packaging Machinery Manufacturers
Institute Show of 1959, New York Coliseum.



New NATIONAL "Cleanlined"
SANITARY HIGH GLOSS
Enrober

Precision built to the highest engineering standards. Harmonic motion insures trays against jolting starts or sudden stops . . . keeps molds perfectly intact and eliminates scrap. Thoroclean Sieve cleans centers in normal operation without need for any extra auxiliary center cleaning equipment.



"Cleanlined"
ALL-NEW ALL-STEEL
NATIONAL MOGUL
MODEL CM-2000

Modernize with National Equipment

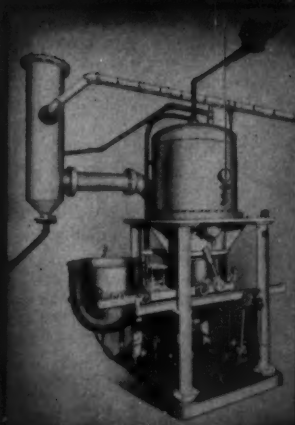
When you buy National Equipment, you buy the industry's finest! Furthermore, you insure your operations against labor headaches and production problems. National Equipment is a smooth, steady, dependable producer . . . requires little attention . . . less labor . . . and least maintenance.

Write Today For Complete Details

**Prompt
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NEW NATIONAL HIGH SPEED HI-GLOSS CONTINUOUS HARD CANDY VACUUM COOKER

600 to 2500 lbs.
Hourly Production
of the
FINEST - CLEAREST
DRIEST - GLOSSIEST
Quality Hard Candy



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Bonus Cluster Machine
Model S # 3 Savage Fire Mixers.
20 gal. Model F-8 Savage Tilting
Mixers, copper kettle.
200 lb. Savage Oval Top Marshmal-
low Beaters.
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Simplex Steam Vacuum Cooker.
Savage Cream Vacuum Cooler.
600 lb. Continuous Vacuum Cooker.
Form 3 and Form 6 Hildreth and
Factory Model American Pullers.
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100 gal. Copper Mixing Kettle with
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ing and tempering kettle.
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We guarantee completely rebuilt.

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For sale: Simplex gas-fired vacuum cook-
er; 3 ft., 4 ft., 5 ft. cream beaters;
50 to 300 lb. chocolate melters; gas
stoves; cut roll and Friend cream center
machines; pulling machines; York batch
rollers; steam jacketed agitating kettles;
water cooled slabs; marbles; Hobart &
Reed vertical beaters; candy packing
wheel; copper kettles; guillotine caramel
cutting machine and other items. You
will find it worth while to check our
prices first. S. Z. Candy Machinery Co.,
1140 N. American St., Philadelphia, Pa.

Ideal caramel wrapper; Simplex steam
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Box 3593, **The MANUFACTURING**
CONFECTIONER.

Hayssen 7-17 package wrapper with
eye; DF bar wrapper with eye and
magazine feed; RA Lynch wrapper with
roll card feed; Currie stacker. Box 3595,
The MANUFACTURING CONFECTIONER.

Steel mogul with stacker and feeder;
24" Greer enrober line complete with
tunnel, etc.; Simplex gas fire cooker. Box
3594, **The MANUFACTURING CON-**
FECTIONER.

MACHINERY FOR SALE

For sale by landlord. Small candy shop
equipment. 4 ft. cream beater, 5 ft.
batch roller, 3 chocolate melters, a marsh-
mallow beater and many small tools.
Must vacate building. Oscar J. Smith,
Spitzer Bldg., Toledo, Ohio.

1 Hudson Sharp model 2W6 with elec-
tric eye. Box 3596, **The MANUFAC-**
TURING CONFECTIONER.

MISCELLANEOUS

For sale; Up to date candy factory plus
5 bedroom house next to factory.
Built of sturdy concrete and brick in
1945. Excellent condition throughout,
fully equipped, in profitable operation.
Sells to top chains and jobbers, open
shop, no help problems, best and clean-
est factory possible. Floor space 8,000
sq. feet. Manufacturer of large quantity
peanut brittle, peco flake, candy canes,
candy baskets, suckers, large and small.
This is a first rate opportunity. Cost
\$150,000 will sacrifice for \$85,000. Own-
er must sell due to other financial losses
not fault of candy factory. Investigate
this outstanding buy. Owner would also
consider a salesman or candymaker as
partner. For this \$12,000 to \$15,000
cash necessary. Lecas Candy Mfg., Co.,
Pana, Ill.

**COCOA CAKE
COCOA POWDER
COCOA BUTTER**

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Woodward & Dickenson

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ing rates.

SITUATION WANTED

Esq. available to take charge of chew-
ing gum base department and general
candy pan line. To this I will add that
I have my own formula for synthetic
chichly gum base which took me five
years of research work. Also I will go
in foreign countries to teach all this.
Box 1286, **The MANUFACTURING**
CONFECTIONER.

All around candy maker with long prac-
tical experience in the production of
fine quality confections, also modern
equipment and complete practical en-
rober operation. Available, go anywhere.
Box 2592, **The MANUFACTURING**
CONFECTIONER.

Belgian, age 36, single, residence in
Canada, wishes to settle in U.S.A. De-
sires employment in candy industry or
related products, as general machinist
or maintenance on all types of wrap-
ping and processing machinery. Will
make layout of new installations with
top production methods, improve and re-
build old machinery. Inquire at your
local post office about immigration be-
fore you write to me. Box 3591, **The**
MANUFACTURING CONFECTIONER.

German candymaker desires to come
to U. S. for job in candy factory.
Young man. 3 years in German choco-
late factory. Specialist in producing cho-
colate and sweets of various types. Spe-
cial knowledge in production of liquor
candies. If you have job for him, write
Box 3592, **The MANUFACTURING**
CONFECTIONER.

WILL BUY...

Any kind of inedible cocoa
residues, such as cocoa shells,
cocoa dust, expeller cake,
powder, coating, liquor, butter,
or any fat-containing material.

(ESTABLISHED 1873)

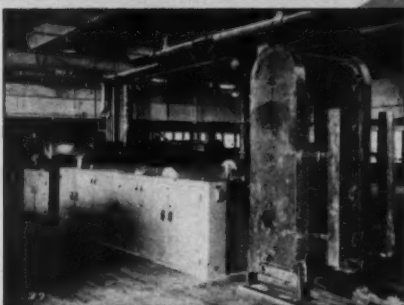
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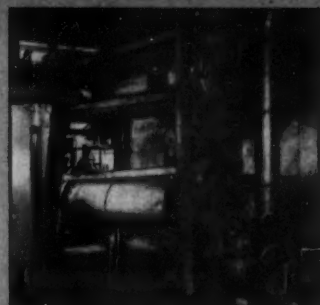
Ultra Modern CANDY MACHINERY

**Secured From
Recent Liquidations**

**AT TREMENDOUS
SAVINGS!**



Very latest National Equipment M-100 Automatic, Streamlined, Heavy Duty Steel Mogul with D-100 Depositor. Ball bearings, forced feed lubrication, entirely framed with covers, explosion proof motors. Also with Currie Automatic Loader and Currie Automatic Stacker.



Huha Double Starch Dryer and Cooler with all interconnecting conveyors to operate with Mogul automatically.

OVER 5,000 MACHINES IN STOCK

**Rebuilt and Guaranteed
To Operate Like New**

• **EVERY
TYPE**

• **EVERY
SIZE**

• **FOR
EVERY
NEED**

We can supply you with a stove and kettle to make 25 lb. batches, or the latest Continuous Cooker which will produce 2,500 lbs. of clear, high gloss hard candy per hour. We have a complete stock of Enrobers of all widths, from a 6 inch width belt up to a 50 inch width belt. For centers, we have Moguls and Depositors of all types. We also have mixing kettles of every size, to manufacture caramel, nougat, marshmallow, jelly, creams, etc., as well as cutting equipment for non cast centers.

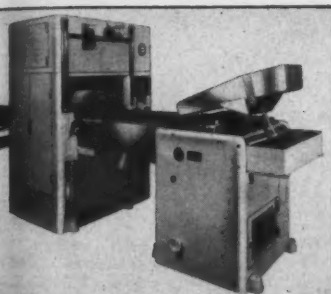
We have hundreds of high speed wrapping machines in stock to wrap single candies, all sizes of bars and to overwrap all sizes of packages.

Whatever your machinery requirements may be... we have the machine to fill your need.

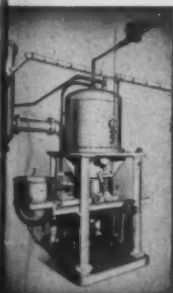
**Immediate
Deliveries**

All offerings
are subject
to prior sale

Write, wire or phone collect
for details and for our special
low prices and also, to arrange
to inspect this equipment.



24" Bon Bon Enrober. Used less than 1 year. All parts which come in contact with coating material are made of stainless steel. Available with new machine guarantee. Also 24" latest style Standard Streamlined Enrobers.



High-gloss Continuous Hard Candy Vacuum. 600 to 2,500 lbs. daily production.



Simplex Late Model High Dome Steam Jacketed two-way Copper, Tilting, Cream Vacuum Cooker emptying into Ball 5 ft. Cream Beater.

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Machinery

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Call 6-5333-4-5-6

167 North May St.
Chicago, Illinois
Seely 3-7845



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Advertisements of suppliers are a vital part of the industrial publication's service to its readers. The following firms are serving the readers of *The Manufacturing Confectioner* by placing their advertisements on its pages. The messages of these suppliers are certainly a part of the literature of the industry. Advertising space in *The Manufacturing Confectioner* is available only to firms supplying equipment, materials, and services for the use of confectionery manufacturers.

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your
QUALITY
and your
COSTS
with...



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Your profits are largely dependent on a customer's next bite of your confection. If the taste or texture varies from the expected, if the color or consistency has been altered by shelf life... you might lose an otherwise satisfied customer.

With control of taste, texture and shelf life so important, it's no wonder so many candy makers depend on OK BRAND Confectioner's Corn Syrup.

Dependable because OK BRAND Confectioner's Corn Syrup is shipped only after it passes rigid quality controls. Its formulation and refining is

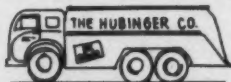
under constant check by experienced technicians. It must measure up to your specifications.

Economical because OK BRAND Confectioner's Corn Syrup is easy to use, cooks fast without foam problems, won't crystallize. Holds moisture properly to assure lasting freshness. Yet, it costs no more than ordinary sweeteners.

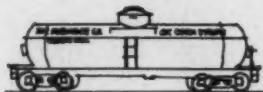
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Valley Fresh Sweet Dairy Whey—high quality dairy ingredi

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FLAVOR
FRESHNESS
and lower your
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COMPANY**

Appleton, Wisconsin

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